



# Ashutosh Pandey

Gurugram

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A hard-working, friendly individual who enjoys being part of a busy retail team, I have a range of experience in retail including sales, customer care and handling VVIP Visits. I was awarded with Certificate and Vouchers for handling VVIP Official visit.

I'm also dedicated, enthusiastic and flexible with working hours.

## PROFESSIONAL EXPERIENCE

### **Samsung Electronics (Gurgaon)**

**02/22 – present**

#### **PPC (Sell Out Manager)**

- Took a supervisory role on a day-to-day basis in a fast-paced retail environment
- Achieved personal sales targets in line with KPI objectives
- Supported the Store Manager with recruitment and providing on-the-job training
- Created a welcoming environment and provided excellent customer service
- Ordered and managed stock
- Handled VVIP Korean senior officials visit and demonstrating Connected Living or One Samsung

### **WhiteHat Jr. (Gurgaon)**

**08/21 – 01/22**

#### **Sales Manager**

- Represent the company effectively with comprehensive knowledge of our offerings
- Research consumer needs and identify how our solutions address them
- Achieve company objectives by planning thoroughly, setting sales goals, analyzing performance data, and making forecasts
- Develop skills continuously for using effective sales tactics to meet revenue objectives
- Generate leads, and establish and nurture client relationships

### **M&C India (Varanasi)**

**02/20 – 08/21**

#### **Sales Executive**

- Keeping in contact with existing customers in person and by phone
- Making appointments with and meeting new customers
- Agreeing sales, prices, contracts and payments
- Meeting sales targets
- Promoting new products and any special deals
- Advising customers about delivery schedules and after-sales service
- Recording orders and sending details to the sales office
- Giving feedback on sales trends

### **Find Payments Bank (Mumbai)**

#### **Sales Officer (Territory Sales Manager)**

- Handling the Payment banking Sales Operation for the entire district
- Sales of all banking products for the region (Merchant Onboarding, Devices MATM, Biometric) as per the targets set by management
- Monitor sales for all the team members (Retailer & Distributors)
- Distributor visits for business development and business growth
- Increasing the AEPS, Micro ATM, remittance throughput for the region

- Ensuring maximum CASA is done in the region by training and mentoring the team
- Activation of all the merchants, distributors & retention of existing Inactive merchants

**Hindustan Coca Cola Beverages Pvt. Ltd. (Varanasi)**  
**Management Trainee (Internship)**

**05/18 – 06/18**

- Responsible for working alongside managers and accepting delegated responsibilities and duties

## **EDUCATION**

**GL Bajaj Institute of Management and Research**  
**PGDM**

**04/17 – 04/19**

- Marketing and Finance

**Mahatma Gandhi Kashi Vidyapeeth**  
**B. Com**

**04/13 – 04/16**

- Commerce

**Sant Atulanand Convent School**  
**Intermediate (12th)**

**04/12 – 05/13**

- Commerce

**Sant Atulanand Convent School**  
**High School (10th)**

**04/10 – 05/11**

## **PROJECTS**

**Analyzing Effectiveness Of Distribution Channel In Coca Cola**

**Effect Of Online Advertisement On Consumer Buying Behaviour**

## **CERTIFICATION**

- Digital Marketing (MSME)
- Excel Analytics (MSME)
- Yellow Belt Six Sigma (MSME)
- Financial Analysis & Decision and Research (MSME)

## **KEY SKILLS**

- Sales management
- Team management
- Persuasive negotiator
- Multi functional team exp.
- Competition benchmarking
- B2B/B2C/Corporate Sales
- General trade/Modern trade
- Inventory management
- Conflict resolution
- Upselling customers
- Microsoft office, G suite