

## **RESUME**

Tushar Shivaji Tembekar

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### **CAREER OBJECTIVE**

To work in a challenging environment which would enable me to provide my service to the almost satisfaction of an organization and also value addition to personality development.

### **EDUCATIONAL QUALIFICATIONS**

Degree	Institute	University / Board	Year of Passing	Percentage
MBA (Marketing)	Trinity College of Engineering & Research, Pune	University of Pune	2012	53.71%
B.B.A. (Marketing)	Sinhgad College of Commerce, Pune	University of Pune	2010	57.86%
HSC	NMV Jr. College, Pune	Pune Board	2007	55.67%
SSC	Aranyeshwar Madhyamik Vidyalay, Pune	Pune Board	2005	40.66%

### **WORK EXPERIENCE**

#### **SALES EXECUTIVE**

##### **1) Sahyadri Motors Pvt. Ltd, Pune.**

- **Duration:** - Nov 2012 to Nov 2013
- **Company Profile:** - Sahyadri Motors Pvt. Ltd is a dealer, Deals in Mahindra personal vehicles.
- **Job description:** -
  - Planning and managing the customer's requirements.
  - Involvement in promotion activity of company which designed to increase ties between company and clients.
  - Promote new products to clients.
  - After booking taken from customer, responsible for all activities till the delivery made to customer.
  - Visiting to various companies in order to close the corporate deals.
  - Involvement in events arranged by dealer in respect to promote the product and increase the sale.

## **SALES EXECUTIVE**

### **2) Universal Enterprises, Pune.**

- **Duration:** - Nov 2013 to Jan 2016
- **Company Profile:** - The firm works as an Industrial Supplier.
- **Job description:** -
  - To meet various manufacturing companies near Pune region.
  - Convincing the decision makers of the firm to buy products.
  - Collecting the required orders from the manufacturing units. And supply their required products as per their needs.
  - To get references from the existing customers.

## **SALES SUPPORT**

### **3) Grohe India Pvt. Ltd.**

- **Duration:-** Jan 2016 to Oct 16
- **Company Profile:** - It is a Germany based company deals in CP Fittings and accessories.
- **Job description:-**
  - To meet the various dealers everyday in assigned area as per the rout plan.
  - To take or collect the orders from dealers.
  - To visit under construction sites in order to increase the sales.
  - To make new dealers around the Pune territory.
  - To help the dealers to sale their stocked items of Grohe.
  - To close the deal by taking lead from the retailers.
  - To arrange the Dealer training in order to educate dealers about the products.
  - To take appointments and visit architects to promote the brand.

## **SALES OFFICER**

### **4) Rajdeep Industrial Products Pvt. Ltd.**

- **Duration:** - Feb 2017 to April 2018
- **Company Profile:** - Authorized Industrial Distributor of SKF Bearings and related products, L&T Valves and Atlas Copco Air Compressors
- **Job description:** -
  - To search various upcoming Sugar Factories across Maharashtra State.
  - To visit the respective sugar factories.
  - To convince the respective decision makers to take orders of SKF Bearings & other

- related products.
- To send Annual Rate Contracts to the concerned persons in Sugar Factories.
- To create New Vendor Codes and New Products (If not available in system).
- To generate new enquiries after visiting Sugar factories.
- To send Quotations to factories and to take follow up for the Order.
- To prepare Order Acceptance.
- To dispatch the material.
- To keep follow-up for Payments.

### **EXPERIENCE SALES EXECUTIVE**

#### **5) Unnati Motors, Pune.**

- **Duration:** - August 2018 to June 2019
- **Company Profile:** - Mahindra's car dealership in Pune.
- **Job description:** -
  - Planning and managing the customer's requirements.
  - Involvement in promotion activity of company which designed to increase ties between company and clients.
  - Promote new products to clients.
  - After booking taken from customer, responsible for all activities till the delivery made to customer.

Involvement in events arranged by dealer in respect to promote the product and increase the sale.

### **SALES COORDINATER**

#### **6) SG Elite Studio (FCML Pune)**

- **Duration:-** June 2019 to Till Date
- **Company Profile:** - It is a Delhi based company deals in CP Fittings and accessories.
- **Job description:-**
  - To attend the walk-in clients and architects.
  - To get the selection done from the Client or Architect
  - To make presentation and quotation as per the selection.
  - To take follow-up for the payment from the clients.
  - To order the products which are out of stock.

## LANGUAGES KNOWN

- Marathi
- Hindi
- English

## PERSONAL INFORMATION

**Date of birth** : April 12, 1990  
**Sex** : Male.  
**Nationality** : Indian.  
**Marital Status** : Married.  
**Interest** : Travelling, Sightseeing.  
**Permanent Address** : S.No. 684/2, Kothari Block, Bibwewadi Corner,  
Pune-Satara Road, Pune-411037

**Place: Pune**

**Tushar Tembekar**