

UTKARSH ASHOK

Male, 24 years

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Objective

To contribute in the growth of your dynamic and well-reputed organization in a way where my management, decision-making and communication skill can be appreciated and enhanced.

Academic Qualifications

Qualifications	Institution	Board/University	Year of completion	%/CGPA
MBA (Marketing & Finance)	Birla School of Management	Birla Global University, Bhubaneswar	2020	6.37
BBA	Cybotech Campus	Sikkim Manipal University, Sikkim	2017	51.60%
12 th	B.D. Public School	CBSE	2014	62.4%
10 th	St. Michael's Academy	CBSE	2012	7.2 CGPA

Experience

Company: IFB Industries LTD.

Position: Sales Officer

Experiences:- August 2022- Present

KRA's Includes

1. Primarily completing monthly as well as quarterly sales Targets.
2. Achieved a overall growth of more than 20% of overall sales in my section.
3. Remitting distributors fund to company, managing pipeline physically with SAP.
4. Team meeting with Team leaders, DSO's, Distributors owner to discuss about the monthly business.
5. Reporting to Area Manager with market issues, salary issues of staffs and distributors issues.
6. Appoint new Distributors in the market area and also channelize the marketing activities.

Company: LG Electronics India Pvt. Ltd.

Position: Sales Officer

Experiences: January 2021 – July 2022

1. To ensure sale in and sale out of distribution channel on a monthly basis.
2. To make monthly target on the basis of base of previous year.
3. To do market visit on daily basis and note down stock of sub dealers.

4. To do sub dealers wise market mapping.
5. To keep distributors stock list as well as Sub dealers OS.
6. To find out service related issues and finance related issues of sub dealers and resolve it.
7. To do mapping of new sub dealers with company code and provide them sub dealer code.

Company: Extramarks Education India Private Limited

Position: Business Development Executive

Experiences: Feb 2020- June 2020

- Building business by identifying and selling prospects. Maintaining relationship with clients.
- Selling products by establishing contact and developing relationships with prospects.
- Recommending business solutions with clients.
- Maintaining quality service by establishing and enforcing organization standards.
- Achieving monthly targets by monitoring and measuring sales activities.

Summer Internship Project

Company: IDBI Federal Life Insurance Company Limited, New Delhi

Topic: Marketing mix of IDBI Federal Life Insurance Company Limited

Description: A brief study on IDBI Federal Policies and Promotional Strategies and sold the policies to the customers and learnt how to deal with different types of customers.

Company: LG Electronics India Private LTD

Topic: Sales distribution

Description: The objective of my internship was to sell the products of LG and learn the product wise summary.

Positions of Responsibility

- Volunteered in the International Conference on “Issues and Challenges of Business in Emerging Economy “organized by Birla Global University in the year 2019.
- Active member of Mess & CSR Conduit in Birla Global University.
- Volunteered in Odisha Hockey Men’s World Cup 2018 held in Bhubaneswar.

Value Adding Exposure

- Visited Tata Steel Plant as a part of Industrial Visit.
- Visited CPPL (Corrosion Protection Private Limited), Jagatpur as a part of Industrial Visit.
- Visited MMU (Multi Media University), Malaysia as a part of Industrial visit.

Accolades

- 1st Prize: Inter College Business Quiz Biz Competition in the year 2015

Skills & Competencies

- Ability to achieve target in a given stipulated time.
- Ability to maintain positive relationships with colleagues and customers.
- Good at convincing people.
- Ability to work with deadlines and balance multiple tasks.
- Curiosity to learn and take on new challenges.

