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| **ANUJ** Mishra  **Address:** Gate no 4, Room no 5, Hanuman Tekadi, Santacruz (East) Mumbai - 400055  **E-mail:** anujmishra1786@gmail.com  **Mob no :**+91 9699698996 |
| **OBJECTIVES**  To be an effective thinker and doer with proven planning abilities, business management and communication skills. Efficient and effective working capacity with the ability to manage changes & challenges  **SUMMARY OF EXPERIENCE**  About 6 Year of experience in the Sales and Marketing function with FMCG industries in 3 company like DABUR INDIA, PESPICO INDIA HOLDING and BISLERY INTERNATIONAL in Mumbai. He has knowledge of managing the Direct & Distribution channel. An excellent communicator with strong analytical and relationship Management abilities. Consistently achieved Sales Targets by efficient management  **CURRENT WORK EXPERIENCE**    Company: Fromageries Bel India (Jan 2021 to till date)  Designation: Sales Representative  Area covered: Santacruz to Bandra  Company: Bislery International (Oct, 2019 to Jan, 2021)  Designation: Sales Officer  Area Covered: Andheri to Santacruz    Company: Pepsico India Holding (Nov, 2017 to Oct 2019)  Designation: Professional Sales Representative  Area Covered: Khar to Worli  Company: Dabur India (Jul, 2014 to Oct 2017)  Designation: Salesman Level  Area Covered: Andheri to Santacruz    **JOB RESPOSIBILITES**   * Strategic Planning like Category Wise, Brand wise, SKU wise Planning & Analysis * Monitoring Sales opportunity & Direction * Weekly Area Planning, Strong Area Focusing Planning * Planning to achieve the preset goal within time & quality * Formulating long term / short term objectives to enhance operation * Controlling the territories Discount, damage and Transportation cost every month * Maintaining the relationship with the distribution network and handling sales function in Mumbai * Planning to achieve the preset goal within time & quality. * Formulating long term / short term objectives to enhance operation * Setting strategies at all the level of customer satisfaction * Periodic monitoring of Sales   **Education Qualification**: Graduation (B.A)  **Computer Proficiency:** MS-Office, Internet Operations  **Area Of Interest**: Bandra to Andheri  **Date of Birth:** 5th FEB 1992  **Marital status:** Married  **Language known:** English, Hindi, Marathi |