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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 RepresentativeArea covered: Santacruz to BandraCompany: Bislery International (Oct, 2019 to Jan, 2021)Designation: Sales OfficerArea Covered: Andheri to Santacruz Company: Pepsico India Holding (Nov, 2017 to Oct 2019)Designation: Professional Sales RepresentativeArea Covered: Khar to Worli Company: Dabur India (Jul, 2014 to Oct 2017)Designation: Salesman LevelArea 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  |