

# AJAY KESHAV RAO DUBEY

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Indore, India

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Dear Sir/Madam,

With a stellar track record of increasing market share, profitability and Product offerings, it is a pleasure to submit my resume for Sales & Marketing Department. I believe that, upon review, you will recognize that my innovative strategies are exactly that your organization needs to lead it to the next level.

As you can see from my enclosed resume, I have over 25 years of hands-on experience in Sales & Marketing, Business Development, Channel & Distribution Management, with P&L accountability. I have vast experience in increasing revenues, profitability and cash flow, streamlining operations and efficiencies, eliminating bottlenecks, and achieving measureable goals. Instrumental in identifying revenue generating opportunities, managing existing client relationships and developing relationships with new clients.

Expertise includes:

- ✓ Expertise in developing profitable partnerships and forging strategic alliances.
- ✓ Proficiency in identifying untapped markets and business opportunities.
- ✓ Strong track record of bottom-line responsibility for Product launch, marketing and promotional activities.
- ✓ Solid Business acumen in cost optimization and productivity improvement initiatives.

I am skilled at devising and seamlessly directing the development of revolutionary solutions which maximize speed, efficiency, and cost-effectiveness. Spearheading the coordination of people from all backgrounds, I have an outstanding track record of transforming concepts into state-of-the-art realities which produce quantifiable improvements in profitability, performance, and business potential.

My success in these positions is defined by my dedication, team approach, and strong interpersonal skills. Skilled at identifying problem areas and recommending remedial action, I am also adept at building the individual commitment necessary to make a program successful. An acknowledged leader with excellent communications skills, I have proven to be a respected and valued resource. With a record of success behind me, I am confident that I will be an asset to you as well.

I expect you will need to know in detail about me in order to consider my candidature therefore have attached my resume for your kind consideration as a first step in the application process. Hope you will find my profile as the best fitment for the role and a valuable asset to your team, as I bring to the table all of the skills that you require in a candidature.

I look forward to discussing my qualifications further and can be reached by email at [HYPERLINK "mailto:dubeyajey@gmail.com"](mailto:dubeyajey@gmail.com) [dubeyajey@gmail.com](mailto:dubeyajey@gmail.com) or by phone at (+91) 76930-91113.

Thank you so much for your time.

Sincerely,

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**Ajay Keshav Rao Dubey**