

Aman Yadav

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Sales & Marketing Professional

Sales Management → Marketing → Business Development → Channel Sales Management → Dealer Management

PROFESSIONAL ABRIDGEMENT:

- A dynamic professional with 25 Months of experience in the arena of
 1. Sales & Marketing
 2. Client Relationship Management
 3. Dealer Management
 4. Recruitment & Training
- Insightful experience in managing sales & marketing operation for automobile product (meeting monthly & Quarterly target by dealers)
- Skilled in analyzing market trends and conceptualizing & implementing the sales plans and ensuring accomplishment of the business goals.
- Effective leader with excellent motivational skills to sustain growth momentum while motivating individual performances.

EDUCATION QUALIFICATION:

- 2012-2016: B Tech from Rajasthan Tech University with aggregate percentage of 66.8% with all clear from Mechanical Branch.
- 2011: Senior Secondary at Gyan Deep Sr Sec Public School, Shikohabad (FRZ) with 62.5%.
- 2009: Secondary at Gyan Deep Sr Sec Public School, Shikohabad (FRZ) with 65.8%.

SUMMER TRAINING:

Name of Company: Tata Motors Ltd, Lucknow (U P)

Duration: 60 Days

Plant Name: Tata Engineering and Locomotive Company (TELCO)

Industry Exposure: Light, Medium, Heavy Commercial Vehicle & CNG Buses.

Industrial Visit/Training/ Project:

1. **Company Name:** Tata Motors Ltd, Lucknow

Project: Material handling

Description: This project is safety precaution for material handling

- 1) **Company name :** Central Institute of Plastics Engg & Tech (CIPET) , JAIPUR

Project: AutoCAD & NX6

Description: Basic knowledge of designing

- 2) **Company name :** Honda Service Care ,SKB(U

P) Description: Working process of 2 vehicle

OCCUPATIONAL CONTOUR:

Since May 18

TVS Motor Company Limited, Agra

Retail Sales Executive – Sales

Key Deliverables:

- Handling sales and marketing operations by planning developing, and implementing region specific sales strategies for existing & new product aimed to increase the sales.
- Heading a team of **18 Authorized Main Dealer & 105 Authorized Sub Dealer.**
- Responsibility for increasing parts sales of Dealers & Authorized Parts Stockiest.
- Proficient in analyzing current & future customer service requirements and remaining customer focused.

Personal Details:

Father's Name: Mr Jayveer Singh Yadav

Date of Birth: 5/7/1995

Nationality: Indian

Gender: Male

Marital Status: Unmarried

Current Address: Kamala Nagar, Agra (U P)

Permanent Address: 636 Kheera Mohalla, Shikohabad (U P)

Hobbies: Reading books and Playing Games (ALL)

Declaration:

I certify that the above details are true to the best of my knowledge & belief.

DATE:

AMAN YADAV

Place: Agra