




Vipin Sharma

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 BHOPLAWAT BHAWAN SURYA BAS
NEAR BUS STAND,ALWAR (RAJASTHAN)
Alwar, Rajasthan, 301001

EDUCATION

AMITY UNIVERSITY

Noida, Uttar Pradesh

MBA Sales and Marketing (Jul 2017)

ALWAR PHARMACY COLLEGE

Alwar, Rajasthan

B Pharmacy Pharma (Jul 2013)

ADDITIONAL SKILLS

- Presentation.
- communication skills.
- Good Interpersonal skills /a team player
- Leadership Skills
- Quick-learner.
- Logical thinking
- Excellent research skills
- MS Office proficient

CERTIFICATIONS

Certified Pharmacist

LANGUAGES KNOWN:

English, Hindi and French (pursuing)

CAREER OBJECTIVE

Results-oriented professional with 5.5+ years of experience and a proven knowledge of client relations, distributor management, and customer loyalty. Aiming to leverage my skills to successfully fill the Manager role at your company.

EXPERIENCE

AREA SALES MANAGER

Ninja Cart, Delhi/NCR, Delhi / Jan 2020 - Present

- Headed the sales team of East Delhi of 2 Tsm's, 18 SE's - planning for 100% growth-month on month, quarter on quarter.
- Now a part of their Satellite Cities Expansion Project, Heading 5 Cities consisting of 5 City Managers. 25 Sales Executives and 5 Operation Executive.
- Planning for taking every city to 5 ton Business by July End.
- Setting up the Distribution Centres in the new Cities.
- On-Boarding Delivery Partners.
- Managing Last Mile Delivery.
- Handling Returns.
- Fixing Price issues.
- Hiring Sales Executives and Building Strong Team.
- Local Procurement of Stock.

AREA SALES MANAGER

Continental India pvt Ltd, Jaipur, Rajasthan / Oct 2018 - Jan 2020

- Achieving the Sales Volume Through Dealers.
- Planning SKU wise Sales for the next three Months and Ensuring the accuracy of the same.
- Controlling Payments.
- Conducting Marketing Campaigns.
- Inspect Complaint Tyres and Maintaining Reports of the Same..

TERRITORY SALES INCHARGE

Reckitt Benckiser, Jaipur, Rajasthan / Jan 2017 - Oct 2018

- Channel Management- Direct DB channel.
- DBSR tracking, Driving priorities and new product development .
- Exceeding targets and handling DBSRs(Distributor Sales Rep).
- Competition tracking.
- Increasing reach by adding new outlets,Meeting Primary and Secondary sales targets.
- Appointment Of Distributor.

PROFESSIONAL MARKETING EXECUTIVE

Jb Chemicals and Pvt. Ltd., Jaipur, Rajasthan / Sep 2013 - Jun 2015

- Was responsible for Both Primary and Secondary Sales,
- Used to handle 5 Distributors and was responsible for liquidation of their stocks by driving the secondary sales in the market by meeting doctors and generating prescription out of them,
- Launching new products and promoting them.
(Succesfully launced Rantac Syrup And Cilacar)