**SHANTANU SONI**

H.NO.1962 SHANT NAGAR KAVITA AGARBATTI

KE PASS DAMOH NAKA

Jabalpur (M.P.)-482002

CONTACT:- **9993522356 . 9340670884** • Email *:-* shantanu21like@gmail.com

# Objective

To secure a challenging position in organization, where I can effectively contribute my skills with committed & dedicated people, which will help me to explore myself fully and realize my potential. I am always willing to work as a key player in challenging & creative environment.

# Educational Qualification

* Higher secondary (10+2) exam in 2010 with from M.P. Board, Bhopal
* High school (10th) exam in 2008 with from M.P. Bhopal
* **Work Experience Jabalpur**

  **CURRENTLY WORKING IN ICICI BANK I-PROCESS (3 MAY 2021)**  . **TRACTOR RECOVERY COLLECTION OFFICER**

* 8 Month experience **AVIOM INDIA HOUSING FINANCE LTD.**



**(2 MAY 2020 TO JAN 2021) SALES OFFICER + COLLECTION**

* 9 Months experience **AU Small Finance Bank LTD**.( JUL 2019 TO 30 April

2020)

* **SALES + COLLECTION OFFICER (salary 17456 + CTC )**
* 2 year experience **in Reliance JIO AS A VENDOR ANDAR.**(2014to2016)
* As a  **SAIT SUPARVAISOR**
* 2 year experience in **USHA INTERNATIONAL LTD**. ( MAY 2016 To MAY

2018)

* USHA international fan division
* As a **SALES OFFICER** for Jabalpur to up country.
* 1 year experience in **AB LEASING & FINANCE** **LTD.(**MAY 2018 To 31

JUL2019)

 **SALES + COLLECTION OFFICER (Salary 13000 + CTC )**

**Job Role**

**RESPONSIBILTY:**

 As a **SALES OFFICER**  looking entire Jabalpur to up country**.**  Responsible for **AVIOM INDIA HOUSING**

**FINANCE LTD**. and accessories sales in Trade as well as Project also. Doing many promotional activities, dealer meetings, develop New areas, Achieving Sales Target of monthly basis.

# Channel / Distribution Management



 Identifying and networking with financially strong and reliable channel partners, resulting in deeper market penetration and improved market share.

 Handling demand forecasting & managing inventory; ensuring optimum inventory levels with channel partners to ensure timely deliveries to the customers. Evaluating channel partners on set parameters.

# Sales & Marketing



 Implementing competitive strategies for generating sales, developing & expanding market share towards the achievement of revenue & profitability targets.



 Managing profit Centre operations with a view to achieve business growth objectives / goals including sales volume and market share.



 Organizing promotional campaigns; focusing on brand establishment & market penetration.

# Strategy Planning & Management



 Planning and assessing the revenue potential in the business opportunities across the assigned region.



 Analyzing & reviewing the market response / requirements and communicating the same to the sales teams for accomplishment of the business goals.



 Overseeing profit Centre operations and accountable for increasing profitability and achieving business objectives within budgeted parameters.

# Business Development



 Formulating & implementing strategies / policies and reaching out to the unexplored market segments / customer groups for business expansion.



 Identifying clients, negotiating contracts / agreements and ensuring maximum customer satisfaction by providing pre/post technical assistance and achieving delivery & quality norms.



 Creating product awareness for the new product concepts in the niche market & capturing the market share.

**Personal.**

• **Father Name** . Mr. PRAKASH SONI

  **Date Of Birth** 21 Jun 1992

 **Gender** Male

 **Marital Status** Married

 **Nationality** Indian

 **Language**  Hindi

 **Permanent Address** H .no . 1962 SHANTI NAGAR KAVITA AGARBATTIKE PASS DAMOH NAKA

 Jabalpur (M.P.)-482002

# Declaration

I hereby declare that all the information given above is true and I hold the responsibility of its authenticity.

**Date:**

**Place: Jabalpur SHANTANU SONI**