**SAMEER**

**JOSHI**

**Project Manager**

Nashik, Maharashtra

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09767814135

**WORK EXPERIENCE**



**Asst. Manager Sales**

**Hykon India Pvt Ltd** - Nashik, Maharashtra

November 2018 to Present

Currently working as Asst. Manager Sales (Channel Sales), I have five districts to take care for I.e. Nashik, Ahmednagar, Jalgaon, Dhule, Nandurbar. My role is to appoint distributors at district place and get Primary sales orders through distributors.

A team of four executives are reporting to me and are responsible for secondary sales. Am very much familiar with the above said areas and have excellent market knowledge and can lead a team and have excellent communication and selling skills.



**Project Manager**

**V-Guard Industries Ltd** - Nashik, Maharashtra

March 2011 to March 2016

Was working and looking after sales of solar water heater. Also handled four districts I.e. Nashik, Nandurbar, Jalgaon, Dhule. I worked as product in Charge. I worked as product in charge for solar Water Heater. I had two executives under my team and was responsible for new dealer appointments giving marketing, advertising and development support to dealers. I was working from 01/03/2011 till 30/04/15. I had given a big amount of sale to company and achieved my yearly targets for each year my current year 14-15 target was of 1cr and had achieved 88lacs.

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**Sales Manager**

**Capri Sales & Services Pvt.Ltd**- Nashik, Maharshtra.

April 2017 to October 2018

I worked as Sales Manager (Channel Sales) from 15/04/2017 to 16/10/2018. My area of focus was Nashik, Dhule, and Ahmednagar area. My main responsibility was to appoint distributors at district places and get primary orders from distributors. I handled a team of 3 executives who were taking care of secondary sales.



**Project Manager**

**ORB Energy. Pvt. Ltd**- Nashik, Maharshtra.

I worked as a Project Manager and was looking after Solar Water Heater Projects. I was looking after Nashik and Dhule area. I worked from 04/03/2015 to 10/12/16. Two Executives were reporting to me and where responsible to generate secondary sales.



**Senior Sales Executive**

**Five Star Weighing Systems Pvt. Ltd** - Nashik, Maharashtra.

January 2007 to October 2011.

I was responsible for sales of Electronic Weighing Scales in Nashik district and was awarded as best executive for consecutive 2 years.



**Development Officer**

**SKI Insurance Pvt Ltd** - Nashik, Maharashtra

2006 to 2007

I was responsible to develop sales of general insurance packages. I worked in Nashik Region. This company was a part of Shriram Group Of Companies.



**Business Manager**

**Life Line Holiday Homes. pvt.Ltd** - Nashik, Maharashtra

2004 to 2006

.I worked as Branch Manager. The company had chain of hotels.

 I was responsible for developing holiday packages business in Nashik Region. Eight executives were reporting to me.



**Take Over manager**

**Toshali Resorts. Ltd** – Nashik,Maharashtra.

March 1999 to March 2004.

Worked as a Takeover manager from 10/04/1999 to 11/01/2004. Toshali is an RCI affiliated group which has two properties at jagannath puri (Orissa), & Shimla. I joined company as a Sales executive and was promoted as Takeover Manager. I handled the team of 7 Executives.

I had given sales training to executives and telemarketing team. As per companies guides I had done excellent job.



**Senior Sales Executive**

**Eagle Digital Scales Pvt. Ltd** - Nashik, Maharashtra

March 1996 to March 1999.

I was responsible to generate business of Electronic weighing scales in Nashik district Region.



**Sales Executive**

**Atco Products Ltd** - Nashik, Maharashtra.

January 1995 to June 1995. I worked as Sales Executive. I was responsible to generate Electronic weighing scales.

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I was been promoted as Senior Sales Executive from 01/06/1995 to 02/03/1996. Was looking after Nashik District Sales.

**EDUCATION**



|  |  |  |
| --- | --- | --- |
| **Exam Passed** | **Board** | **Year Of Passing** |
| S.S.C | PUNE | 1991 |
| I.T.I.ELECTRONICS | MAHARASHTRA | 1995 |
| CIVIL MAINT.COURSE | S.N.J COLLEGE,CHANDWAD | 1993 |

**AWARDS / ACHIEVEMENTS**



**Best sales executive for 2 years.**

Five star weighing systems, Dhule. I was been awarded by for two consecutive years Best sales for the 2007, 2008 as Best Sales Executive for Maharashtra.

**Achievements**:

While working with V-Guard Industries Ltd achieved every years target .In year 13/14 achieved 110% of the target. This was done through additional business of Battery added to solar water Heater.

**ADDITIONAL INFORMATION**



**Age**: • 47 Years.

**Hobbies & Curricular**: • Reading, Chess, Carom, Table Tennis.

**Computer Knowledge**: • Proficiency MS-Excel, MS word

**Current Income**: Rs. 480,000/- P/A.

**Expected Salary**: Rs.650000/- Negotiable.

