

ANEESUDDIN SHEIKH

28 B Ring Road HP Gas Godown Tohid Nagar Nagpur

8647866464 | aneesuddinsheikh90@gmail.com

OBJECTIVE

I am a motivated, results-focused sales professional, seeking an opportunity to utilize my Graduate Education, experience, inherent and learned skills, to contribute to employer objectives, profitability, and success with a company offering potential for learning, challenge and career growth.

EXPERIENCE

MP BIRLA CEMENT FORMERLY KNOWN AS RELIANCE CEMENT

05/02/2024 - Continue

SALES OFFICER - CHANDRAPUR

I am responsible for creating retailers and dealers in Chandrapur District for MP Birla Cement and maintaining appropriate relation with them and guide them for completion of their targets for good earnings from company.

Vodafone Idea Ltd.

02/11/2020 - 25/11/2022

TSE (BRAMHAPURI)

TEAM HANDLING- 6 DSE

15 -ISD(Promoters)

5-Distributors

Job Responsibilities:

- * Team Handling
- * Sales & Distribution,
- * Responsible for Planning and achieving Brand wise and town wise growth with stress upon range selling and distribution expansion
- * Develop territory , market penetration and sales execution strategies to consistently attain and exceed goals
- * Manage relationship with distributors, Activation & Recharge distributors and Key retail outlets including modern trade outlets
- * ISD Management
- * Designing and implementing local marketing and media strategies
- * Overall Business development by maintaining coordination between Sales & Marketing team, Supply chain & Finance in territory
- * Understand the market, the customer and the competition.
- * Train, motivate and coach a team of 6 full time sales executives and 15 Promoters
- * Maintain a high energy/high caliber direct sales team
- * Sales focus to identify and uncover opportunities



PERSONAL DETAILS

Date of Birth : 26/11/1990

Marital Status : Married

Nationality : Indian

Religion : Muslim

Gender : Male

Place : Nagpur

SKILLS

Sales



Business Development



Distributor Handling



Territory Development



Sales Strategy



Relationship Management



Channel Management, Distribution Management



Self Motivated



Good Listener and Learner



JIO INFOCOMM LTD

06/05/2019 - 30/10/2020

JIO POINT MANAGER (PANDHARKAWADA)

TEAM HANDALING-

8 PROMOTERS

3-FOS

1-Distributor

Job Responsibilities:

- * Responsible for Planning and achieving Brand wise and town wise growth distribution expansion
- * Develop territory , market penetration and sales execution strategies to
- * Manage relationship with distributors, Activation & Recharge distributor modern trade outlets
- * ISD Management
- * Designing and implementing local marketing and media strategies
- * Overall Business development by maintaining coordination between Sales Finance in territory
- * Understand the market, the customer and the competition.
- * Train, motivate and coach a team of 3 full time sales executives and dis
- * Maintain a high energy/high caliber direct sales team
- * Sales focus to identify and uncover opportunities
- * Identify opportunities for new Town wise Retailers Expansion
- * New Retailers appointed v/s Target
- * Developing plans for increasing Market share and DAO
- *also try to low Churn & Suspension.

VODAFONE CELLULAR LTD

10/03/2016 - 31/03/2019

TSO

Location- Armori(March 2016-Oct 2016), Desaijanj Wadsa(Nov 2016-Mar 2018), KHAPARKHEDA (April 2018-Mar 2019).

TEAM HANDALING-

8 DSE,

1 m-pesa ISD

7-Distributors

Job Responsibilities:

- . Responsible for achievement of Prepaid Sales Targets in the assigned territory
- . Aggressive execution of Trade Programs, Market Workings, training of Field
- . Improvement in Distributor Productivity and enhancement in channel capacity
- . Ensuring Primary as well as Secondary Revenue
- . Competition information and Tracking
- . Identify opportunities for new Town Expansion
- . New Distributors, Retailer outlets appointed v/s Target
- . Developing plans for increasing Market share
- . m-pesa launch

DH SARDA

10/06/2010 - 28/02/2016

DSE

JUNE 2010 TO JAN 2013 AND FEB 2013 TO FEB 2016

Worked with Idea Cellular Ltd and Vodafone cellular Ltd. respectively as a Distributor Sales Executive(DSE)

LOCATION-NAGPUR CENTRAL (MAHAL, ITWARI for Idea and East Nagpu

Job Responsibilities:

- . Responsible for achievement of Prepaid Sales Targets in the assigned t
- Aggressive execution of Trade Programs, Market Workings
- . Ensuring Secondary Revenue
- . Competition information and Tracking
- . Identify opportunities for new activation outlets
- . New outlets appointed v/s Target
- . plan and execution for increasing Market share
- .Developing relation based market with secondary target achievement.

EDUCATION**RTM NAGPUR UNIVERSITY**

SUMMER-2019

BACHELOR OF BUSINESS ADMINISTRATION

63.72%

MAHARASHTRA STATE BOARD

FEB-2008

HSC

44.33%

MAHARASHTRA STATE BOARD

MARCH-2006

SSC

63.20%