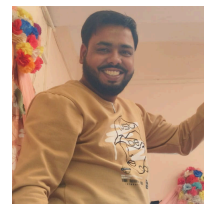


## LOKESH KUMAR GUPTA

@ lokesh.guptaagra2010@gmail.com

9219156474

Hs 18 Bhagwati Vihaar Colony Bodla Bichpuri Road Agra



### Objective

Experienced with Senior Sales Executive with 10+ years proven success in driving revenue growth & market share expansion in Stationery & Paints industry. Skilled in developing & implementing successful strategies.



### Experience

#### Hamilton Writing Instruments Pvt Ltd

01/01/2014 - 28/02/2016

##### Area Sales Executive

- Responsible for all aspects of sales in Agra, Mathura, Firozabad, Etah, Etawah, Mainpuri District above 400 retail networks.
- Daily 25-30 dealers visit for creating good primary for organization.
- Grew revenue in territory yearly by adding new dealers as well as continuing to cultivate the current dealers.
- As I leaved than the sale would be 4 times from when I joined.

#### Doms Industries Pvt Ltd

01/03/2016 - 21/03/2021

##### Territory sales Incharge

- Responsible for all aspects of sales in Agra, Mathura, Firozabad District above 300 retail networks with sale of 4cr in year.
- Daily working on 30+ retailers including FMCG retailers in given areas.
- Here I works on distributor channel model to create maximum secondary for him by which we create good primary for organization.

#### Asian Paints LTD( Offroll)

22/03/2021 - 31/03/2022

##### Direct Sales Representative

- Responsible for all aspects of sales in Agra, Mathura, Firozabad, Etah, Etawah, Mainpuri District above 400 retail networks.
- Create New Super Stockiest & all distributors for generating sales in half West Up & handling 2 TSI.
- In this we handle FMCG shops Stationery shops as well as plywood shops with the first year(launching) sale with 92lacs.

## **Kansai Nerolac Paints Ltd**

*01/04/2022 - Till Now*

### **Senior Sales Executive**

- Develop and maintain strong relationships with dealers to drive business growth and ensure customer satisfaction.
- Achieve and manage an annual business target of ₹4 crore by implementing effective sales strategies and monitoring sales performance.
- Oversee sales operations in the Agra, Mathura, Mainpuri, and Firozabad regions, ensuring coverage and penetration in these markets.
- Promote and sell decorative paints, ensuring the product line's visibility and availability across the designated regions.
- Conduct market research and analysis to understand customer needs, market trends, and competitor activities.
- Coordinate with the marketing team to execute promotional activities and campaigns to boost sales and brand awareness.
- Provide regular reports and feedback to senior management on sales performance, market conditions, and potential business opportunities.



### **Education**

#### **R.B.S Technical Campus**

*2012*

Bechalor In Technology

65.47

#### **Radha Ballabh Inter College**

*2008*

Intermediate

62



### **Skills**

Sales Team Building Problem Solving Decision Maker



### **Achievements & Awards**

2 Continous Promotions in Kansai Nerolac paints Ltd in 2 years with double sale growth in 2 years Terretory sales officer - Terretory sales Executive- Senior Sales Executive. Best TSI Award in West UP in Doms Industries Pvt Ltd in around 40 colligues. Best DSR award in Asian Paints Ltd.



### **Languages**

Hindi English