



KARTIK SRIVASTAVA

TERRITORY MANAGER

Details

LUCKNOW

India

9161953252

srivastavakartik33@gmail.com

PLACE OF BIRTH

LUCKNOW

Links

[Linkeld](#)

Skills

Network Management

Market development and
Intelligence

Influencer Management

Negotiation and relationship
building

Team Management and
Leadership

Languages

English

Hindi

Profile

An Experienced sales professional with over 5 years of success in driving revenue growth, developing strategic sales plans, and leading high-performance sales teams. Proven ability to exceed sales targets and cultivate long-term customer relationships in competitive markets. Strong skills in market analysis, sales forecasting, and team development. Adept at leveraging data-driven insights to optimize sales strategies and improve overall performance.

Employment History

Territory Sales Executive, Asian Paints Ltd, New Delhi

APRIL 2019 – MARCH 2021

- Administered 100+ distributor network contributing business of more than 25 Cr
- Aligned the Influencer network in the Area and on-boarded them for the trusted contractor services
- Product Complaint resolution and providing feedbacks for new launches

Senior Territory Sales Executive, Asian Paints Ltd, Varanasi

APRIL 2021 – PRESENT

- Managing 80+ channel partners contributing to the business of more than 50 Cr
- Sales planning and Forecasting, Value and Volume delivery
- Controlling Network Attrition to maximize sales
- Tapping the unexplored geographies and aligning them with direct business
- Timely credit checks and ensuring network collection efficiency
- Formulation and implementation of strategies for market share gain

Education

PGDM, Jaipuria Institute of Management, LUCKNOW

JANUARY 2017 – JANUARY 2019

Specialization of Marketing and Sales

BBA, Integral University

JANUARY 2014 – JANUARY 2017

Specialization in Business Management

Achievements

- Highest growth in Focus product budget for continuous years in Azamgarh Market
- Surged the AP market share of the highly competitive Shahganj market by 3% in FY
- Pioneered the untapped geographies of the Azamgarh upcountry town and developed a high-yielding market by aligning major dealers
- Achieved a 100% growth in waterproofing products for consecutive years in Azamgarh market making it market leader in the category