

## CONTACT



 **DASTIGIRSAB RASUL INAMDAR**

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## OBJECTIVE

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To work in an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately. Sales professional with 13+ years experience in lead generation and lead qualification, proven salesman cum Driver, and communication skills to effectively fill the Sales Associate role in your company.

## EXPERIENCE

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*Driving a van and selling products to customers.*

*Delivering purchase orders and informing existing customers of new products.*

*Increasing sales by promoting products and analyzing competitor behavior.*

*Signing sales contracts, taking purchase orders, and collecting payments.*

*Accounting for the safe and timeous delivery of purchased products.*

*Maintaining sales and delivery records, as well as meeting sales targets.*

*Liaising with other departments to ensure optimal customer services.*

*Preventing damage to the delivery van and the company products being transported.*

*Ensuring the cleanliness of the interior and the exterior of the van.*

*Performing basic van maintenance tasks, such as checking tire pressure, and gas and oil levels.*

2007/09/21 -  
2013/07/23

## SAMRUDDHA JEEVAN FOODS INDIA LIMITED

Regional sales officer

*To effectively manage the business in the concerned region and achieving the sales objective*

- *Setting targets and monitoring them periodically to ensure that they are in line with the business plan*
- *Meeting the revenue and margin targets for the region*
- *Driving business development activities of the region- Generating sales of company products in the region through a team of salesmen in order to achieve or exceed the annual sales targets*
- *Achieving regional sales operational objectives by contributing regional sales information and recommendations to strategic plans and reviews*
- *Analyzing the sales trend and taking corrective actions wherever necessary-*
- *To develop and maintain a strong sales infrastructure and an aggressive sales team*
- *Managing, directing and coordinating the activities of the Area Sales Managers*
- *Sales team deployment as per the companys requirement and as per the budget*
- *Accomplishing regional sales human resource objectives by orienting, training, assigning, scheduling, coaching, counselling, and disciplining employees in assigned districts*

## EDUCATION

2012

C v raman university

Bachelor's of arts

77 %

## SKILLS

Occupation specific skills: customer service, selling, negotiating and influencing, analysis and decision-making, and management skills. Areas of knowledge: the business environment, product knowledge, and financial awareness.

## LANGUAGES

ENGLISH PROFICIENCY ARABIC INTERMEDIATE URDU NATIVE

## ADDITIONAL INFORMATION

### PASSPORT DETAILS

PASSPORT'S NUMBER : U5745058

*Date of Issue* : 23/01/2020

*Date of expiry* : 22/01/2030

*Place of issue* : Bangalore

