

# Curriculum –Vitae

## **ANKIT GUPTA**

Block no 11/285

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## **Objective-**

- To work as a sales professional in an organization where I can generate dynamic results through my experience, to contribute to the development of a profitable client relationship.

## **Work Experience-**

- *Worked as Business Development Executive in AMA Herbal Pvt. Ltd. (A Herbal Hair Color FMCG Company) from June 2011 to January 2014.  
(Handled Modern & General Trade in South & Central Delhi)*
- *Worked as Field Sales Officer in FMCG Div. of Glenmark Limited since Jan 2014 to October 2017.*
- **Working as Sales Supervisor in The Delhi Flour Mills Co. Ltd (DFM Foods Ltd) since October 2017 to Present.**

I am covering the East Delhi, Ghaziabad, Noida, Gr. Noida and handling the team of 3 sales Executives, dealing in B2B sales, whole-Sellers & retailers in joint working with sales Executives for intense expansion of products, which is helpful in achievement short term & long term budgets.

- Handling supply chain management & claim settlement of stockiest.
- Brand development,
- Handling Modern Trade (B2B Sales)
- Dealing with Bakery, Restaurants, Hotels, Caters, Etc

## **Sales & Marketing:**

- Accomplished the company's long-term and short-term sales objectives.
- Organized events in collaboration with retailers, Semi stockiest & Stockiest.
- Focused on addition of the customers on daily basis for the expansion of sales & market share of the brands.
- Built successful business relationships with customers and partners.
- Planned, directed and coordinated high valued projects within the company.
- Performed intense research before launching the product promotion campaigns.
- Aimed at finding opportunities to venture into new businesses on behalf of the company.

## **Other Key Achievements:**

- Carried out surveys before the launching of a new product.
- Utilized the capabilities of reporting tools to achieve specific company goals.
- Supported executives in working out the strategies for company's maximum benefit.

## **Professional Qualification-**

- **MBA in Marketing & HR** (2009-11, Full Time) from **Lord Krishna Group of Institutions, Ghaziabad** affiliated to G.B.T.U. Lucknow.

## **Academic Qualification-**

- **B.A.** from C.S.J.M. University Kanpur in 2008.
- Senior Secondary (XII) from U.P. Board Allahabad in 2005.
- Higher Secondary (X) from U.P. Board Allahabad in 2003.

## **Computer Skills-**

- Diploma in Computer Application.
- Fluent in Net Browsing & MS office
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## **Summer Internship Details-**

- Summer training in PepsiCo Bareilly, with focus on Sales, Distribution & Promotion of Pepsi in Bareilly.

## **Extra-Curricular Activities-**

- Twice Awarded by MD & CEO of Glenmark Limited for achievement of Annual Target.
- Twice Won Bangkok Trip for achievement of Annual Target.
- Awarded for Best strategy Adviser & implementer by General Manager of Glenmark Ltd.

## **Soft Skills-**

- Team Handling
- Strategy Planner
- Strategy Implementation & Observation
- Extrovert person
- Motivator
- Dedication for Responsibilities.

## **Hobbies-**

- To interact with people.
- Travelling,
- Net surfing,

## **Personal Details-**

- Father's Name : Late .Mr. R.P. Gupta
- Date of Birth : 12 April 1986

- Marital status : Single
- Language Proficiency : English & Hindi

**Declaration:**

I “**ANKIT GUPTA** hereby declare that all the information given above is true & best of my knowledge and in case of any discrepancy I will be responsible.

Date:.....

Place.....

(ANKIT GUPTA)