

NITISH KUMAR SAI

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PERSONAL DETAILS

D.O.B : 30th september, 1993
Permanent Address : sirimkela house, raigarh road, near pathak colony
Jashpur nagar, chhattishgarh, pin-496331
Mobile : (+91) - 8305259666
Marital Status : Single

OBJECTIVE

A position in sales and marketing in an esteemed organization requiring superior skills in managing and monitoring sales and promotion of service/products to clients and to perform with total zeal, enthusiasm and involvement keeping ethics, welfare, values and excellence as guiding factor.

HIGHLIGHTS

- Team leadership
- Planning/coordinating
- Calm under pressure
- MS Excel
- Fluent in English, Hindi
- Brand development
- Results-oriented
- Client-focused
- Computer proficient
- Quick learner
- Good communication skills
- Work force management

EDUCATIONAL QUALIFICATIONS

EXAMINATION / DEGREE	INSTITUTE / UNIVERSITY	SESSION	SUBJECTS/ DISCIPLINE	% of MARKS
PGDM/ MBA	BALAJI INSTITUTE OF INTERNATIONAL BUSINESS	2016-2018	MARKETING	63.83
B.E	SHRI SHANKARACHARYA COLLEGE OF ENGINEERING AND TECHNOLOGY/ CSVTU	2015	MECHANICAL ENGINEERING	64.7
CBSE	KRISHNA PUBLIC SCHOOL NEHRU NAGAR BHILAI,CG	2011	HIGHER SECONDARY (XIith)	55.6
CBSE	KRISHNA PUBLIC SCHOOL NEHRU NAGAR BHILAI,CG	2009	SECONDARY (Xth)	72.6

WORK EXPERIENCE

Organization : **Nilon's Enterprises Pvt. Ltd.**
Duration : **February 18 – 3rd November**
Designation : **Management Trainee**
Job profile:

Sales:

- To ensure continuous development of the assigned area and addition of new distribution outlets.
- Managing and developing individual distributor in an active and profitable manner.
- To ensure the proper and correct execution of sales, discount and trading terms determined by the company.
- Devising and implementing sales strategies and plans to achieve distributor's target.
- Managing and enhancing the relationship and engagement level with distributors.

Marketing:

- Carried out new product launch activity at various points of markets.
- Launched new products in the market as a part of Trade marketing process.
- Launched new schemes in the market with the local salesman of the particular areas.
- Carried out market research on the preferable ways of marketing that the customers want.
- Helped the company in making necessary changes in their marketing and promotional activities according to the needs of the customers.
- Engaged in BTL activities of the company for promotion and branding.

CTC:4.2 LPA

Organization : **Loreal india Pvt. Ltd.**
Duration : **January 14– june 15 2019**
Designation : **Sales Trainee**
Job profile:

Sales:

- To ensure continuous development of the assigned area and addition of new distribution outlets.
- Managing and developing individual distributor in an active and profitable manner.
- To ensure the proper and correct execution of sales, discount and trading terms determined by the company.
- Devising and implementing sales strategies and plans to achieve distributors target.
- Managing and enhancing the relationship and engagement level with distributors.
- To achieve monthly targets of distributor by engaging distributor
- To ensure proper utilization of pops by proper distribution in the assigned territory

Marketing:

- Carried out new product launch activity at various points of markets.
- Launched new products in the market as a part of Trade marketing process.
- Carried out market research on the preferable ways of marketing that the customers want.
- Helped the company in making necessary changes in their marketing and promotional activities according to the needs of the customers.

CTC : 6.5 LPA

MANAGEMENT INTERNSHIP

TITLE: MARKET ASSESSMENT OF LATAM AND SELECTION OF MARKET (COLOMBIA)

ORGANISATION : **TATA MOTORS**

DURATION : **MAY'2017 - June'2017**

- Did market assessment of Latin America which covers 22 countries.
- Studied and done secondary market research And analysis for Latin America.
- Suggested top 5 potential markets to enter in latin America
- Learned and applied pricing strategy for tata cars

(And many more.....)

AWARDS AND ACHIVEMENTS

- .participated and got 2nd position in 100m race in school
- scored state rank 74 in international informatics olympiad 2007

INTERESTS

- Travelling
- Singing
- Socialsing with friends
- Solving aptitude problems
- Exploring New Places

I hereby declare that the above information provided by me is true to the best of my knowledge.

NITISH KUMAR SAI