

RESUME

NAME : - [SANDEEP RAJKUMA RPALOD](#)
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OBJECTIVE

As a Professional I want to contribute to growth profitability and relationship management by playing the role of an Influencer to apply my knowledge and skills acquired in Marketing and Finance to manage talented subordinates and grow in to the role of a vertical head.

It should give me an empowered learning experience and the scope of utilizing the skill to add value. I would like to work with an organization that provides congenial work environment and scope for mutual value addition.

Experience

Working at Cascade Star India Pvt Ltd As Area Sales Manager (ASM) For Mumbai since 16th April 2022 To Now Onwards

- *Responsible for planning, attending and follow-up of tradeshow and marketplaces to develop sales and generate future business.*
- *Coordinate and arrange meeting for potential business for assigned markets.*
- *Maintain and distribute sales reports.*
- *Interacting with clients & resolving client related problems/queries – maintaining client relation and building PR with other business counterparts (Liaising with Wholesalers/Vendors, Employees, and Middlemen etc.).*
- *Business development through catering to the vast client base developed over the years of experience Maintaining, Developing and expanding client base using networking and referrals.*
- *Supervising the work of junior subordinates and guiding them in daily operations and activities.*
- *Involved in costing, Inventory Management & Sales Forecast/budgeting.*
- *Market Research and Competitor Analysis.*
- *Prepare monthly inquiry status report.*
- *Directly supervises the activities of the sales. This includes reviewing the results of activity in the previous week.*
- *Independently managing Sales and after sales coordination and Handling AMC services with vendors.*

Working at Very Gold (Renaissance Global PVT. LTD.) As Area Sales Manager (ASM) For Mumbai since Jan 2022 to 15th April

- Independently managed the entire marketing and sales division of the business.
- *Directly supervises the activities of the sales. This includes reviewing the results of activity in the previous week.*
- *Responsible for the development and implementation of the annual marketing plan, sales strategies, objectives and special sales projects, such as sales missions.*
- *Research and identify potential convention and meeting business; develop and maintain relationships with groups, and organizations to generate business.*
- *Responsible for the solicitation by contacting Clients associated with various targeted market segments within assigned markets and to achieve sales.*
- *Responsible for planning, attending and follow-up of tradeshow and marketplaces to develop sales and generate future business.*
- *Coordinate and arrange meeting for potential business for assigned markets.*
- *Maintain and distribute sales reports.*
- Interacting with clients & resolving client related problems/queries – maintaining client relation and building PR with other business counterparts (Liaising with Wholesalers/Vendors, Employees, and Middlemen etc.).
- Business development through catering to the vast client base developed over the years of experience Maintaining, Developing and expanding client base using networking and referrals.
- Supervising the work of junior subordinates and guiding them in daily operations and activities.
- Involved in costing, Inventory Management & Sales Forecast/budgeting.
- Market Research and Competitor Analysis.
 - *Prepare monthly inquiry status report.*
 - *Maintain Collections- monthly report.*
 - *Supervising Inventory status report.*
 - *Supervising Pending cases (monthly report).*
 - *Supervising Cases in the pipe line.*
 - *Supervising Area-wise details of Wholesale & Retail sale, sales return; payment dues etc.*
 - *Supervising Expenditure incurred on marketing activities.*
 - *Monitoring Monthly no-dues form the accounts dept.*
 - *Participate in and supervise all the activities mentioned in the KRAs of Marketing (Sales Team).*

Working at JP GEMS & JEWELS AS A SM (SALES MANAGER) Since Oct 2020 to Dec 2021

- *Generating assigned market and impelling new venture from market for business expansion.*
- *Implementing the Marketing strategies given my owner and achieving the desired result in form of productivity.*
- *Touring PAN India for business growth and expansion.*
- *Handling outsourcing job work vendors to get things done on time with the required customization instructed by respective clients.*
- *Follow up for payment dues.*
- *Preparing touring plans & schedule and meetings to meet the best outcome from market.*
- *Coordinating and associating with diamond & gold purchase from market and vendors.*
- *Handling certification issues i.g.- IGI, IGL etc rejection pc's follow-ups and get done all the changes and tracking every activities of those pc's until they get certified by them.*
- *Independently managed the entire marketing and sales division of the business.*
- *Interacting with clients & resolving client related problems/queries – maintaining client relation and building PR with other business counterparts (Liaising with Wholesalers/Vendors , Employees, and Middlemen etc.).*
- *Business development through catering to the vast client base developed over the years of experience Maintaining, Developing and expanding client base using networking and referrals.*
- *Supervising the work of junior subordinates and guiding them in daily operations and activities.*
- *Maintaining inventory of the whole store which involves the counting or checking of stocks, reconciling of cash with sales receipt & follow up with Creditors/Debtors.*
- *Involved in costing, Inventory Management & Sales Forecast/budgeting.*
- *Market Research and Competitor Analysis.*

Worked at FINE JEWELLERY GOLD PVT LTD AS A ASM (AreaSalesManager) from 3rd JUL 2017 To April 2020

1. Directly supervises the activities of the sales. This includes reviewing the results of activity in the previous week; increase activity and productivity to insure all sales goals are met.

2. Responsible for the development and implementation of the annual marketing plan, sales strategies, objectives and special sales projects, such as sales missions.
3. Research and identify potential convention and meeting business; develop and maintain relationships with groups, and organizations to generate business.
4. Responsible for the solicitation by contacting Clients associated with various targeted market segments within assigned markets and to achieve sales.
5. Responsible for planning, attending and follow-up of tradeshow and marketplaces to develop sales and generate future business.
6. Coordinate and arrange meeting for potential business for assigned markets.
7. Maintain and distribute sales reports.
8. Prepare monthly inquiry status report.
9. Collections- monthly report.
10. Maintain Clients details.
11. Inventory status report.
12. Pending cases (monthly report).
13. Cases in the pipe line.
14. Area-wise details of sale ,sales return; payment dues etc.
15. Expenditure incurred on marketing activities.
16. Monthly no-dues form the accounts dept.
17. Participate in and supervise all the activities mentioned in the KRAs of Marketing (SalesTeam).

**SHANTI GOLD INTERNATIONAL LTD. as ASSISTANT MARKETING EXECUTIVE
from SEP 2015TOMAY2017**

- ☐ EmpanelmentofretailoutletsJewelerslike(Joyallukkas,Malabar,TBZEtc)
- ☐ Handling After Sales and Return Respectively.
- ☐ Preparing Weekly, Monthly & Annual Sales Report.
- ☐ Handling debtors & after Sales Services.
- ☐ Follow-up with Clients Regarding Payment Dues and Business Generation.
- ☐ Touring Across India for Business Expansion.
- ☐ Doing Marketing Research on Market Trends & Market Flow.

Gender : Male
 Date of Birth : 30th Aug, 1992
 Marital status : Married
 Nationality : Indian
 Languages Known : English, Hindi, Marathi, Gujarati
 and Marwari, Punjabi, Haryanvi.
 Hobbies : Playing & Watch Cricket, Movies

	Examination	Board/University	Year of Passing	Grade
1	MBA in Marketing	NMIMS	Pursuing	
2	T.Y.B.COM	Mumbai University	2013	1 st
3	H.S.C	Maharashtra state board Mumbai	2010	1 st
4	S.S.C	Maharashtra state board Mumbai	2008	1 st

COMPUTERKNOWLEDGE

Basic Knowledge

- ☐ MS-OFFICE SUIT
- ☐ Internet
- ☐ Smart Jewels Erp
- ☐ Tally Erp

DECLARATION

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned details.

Place:

Date:

Signature
(Sandeep Palod)



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