##### **C:\Users\MOhit\Desktop\rahul tripathi photo.jpg RAHUL TRIPATHI**

117/k/35 Sarvodaya Nagar,Kanpur

Mobile:- 8173997444,8303377420 E-mail:- tripathirahul52@gmail.com

**CAREER OBJECTIVE**

 I wish to be the part of an organization where challenge is the ladder to success & my competencies are in

 line with the growth of the organization.

**CURRENT PURSUIT**

**Working with PADAM ELECTRICALS LTD. As a Area Sales Manager in (central UP and Eastern UP) Wire & Cable Divisio**

**Working with U.P.Asbestos Ltd (Wire &Cables) as a A.S.M. ( UP(W),Hariyana and uttrakhand) in Wire&Cable Division.**

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**JOB PROFILE**

Handling The Team Of Distributors and get the business .open the new counter of retailers and distributors and Project.

**PROFESSIONAL & C0RPORATE EXPOSURE**

**Organization** –Syska Led Light

**Designation – Sales Executive (Sales &Marketing) at Lalitpur (Jan2016 –Apr 2017)**

Job Profile –

 **1** Handling the team of Sales Associates.

 **2** Handling The Team Of Channel Partners.and get the business through them.

**Organization** – . Airwil Infra Ltd.

**Designation –** **Sr.Sales Manager** ( Sales & Marketing ) at Delhi (Feb 2015-Jan2016)

Job Profile –

 **1** Handling the team of Sales Associates.

 **2** Handling The Team Of Channel Partners.and get the business through them.

**Organization** – Care Group Infrastructure Ltd.

**Designation – Sr.Sales Manager** ( Sales & Marketing ) at Delhi (Dec 2012-Jan2015)

Job Profile –

 **1** Handling the team of Sales Associates.

 **2** Handling The Team Of Channel Partners.and get the business through them.

**Organization : -Reliance Communication Ltd., Rewari**(Dec.2008- Oct.2012)

**Designation :** -  **ASM**

Job Profile : -

* Recruiting DSA & CSA for distribution channel.
* Responsible for productivity and performance of the team members.
* Post sales follow up for better customer experience..
* Handling the team of Sales Associates

**Organization :** - **Bharti Cellular Pvt. Ltd., Kanpur** (June.2004-June2007)

**Designation :** - Team Leader

**Job Profile : -**

* New acquisition from residential & commercial (SMEs,Corporates)market.
* Supervising a team of 10 DST (FOS) for sale of new postpaid connections.
* Responsible for productivity and performance of the team members.
* Handling new recruitments and training for new hired DST candidates.
* Post sales follow up for better customer experience..

**PROFESSIONAL QUALIFICATION**

1. M.B.A in Sales & Marketing From Karnataka University. .
2. BASIC Computer knowledge.

**ACADEMIC QUALIFICATION**

1. Post Graduate from CSJM University Kanpur in 2004.
2. Graduate from CSJM University Kanpur in 2002.
3. from UP Board in 1996.
4. High School from UP Board in 1994.

**TECHNICAL SKILLS**

 Windows98/2000/XP ,MS-Word, MS-PowerPoint, MS-Excel, Internet.

**SOFT SKILLS**

Quick learner, Result oriented, Self-motivated, Confident, Leadership Quality with good communication and Management skills.

**ACHIEVEMENTS**

o Received “**Airtel Competency Development Program *Certificate of Excellence“ Kanpur***

 branch by Zonal Business Manager Mr.Dharmendra Pandey in Jan’2006.

o Received “***Certificate of Excellence for the maximum no .of Corporate Connection Selling”***

Kanpur branch by Zonal Business Manager Mr. Indu Bhusan Asthana in May’2006.

**PERSONALE PROFILE**

DOB : Aug 20, 1980

Sex : Male

Nationality : Indian

Marital Status : married

Language Known : English and Hindi

**(Rahul Tripathi)**

Place: - Kanpur

Date: -