

RESUME

Name : SUMEET SHRIKANT DHOTRE

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OBJECTIVES

To enhance my strong organizational skills, knowledge, educational background, & ability to work with people & ready to accept the challenging job.

SYNOPSIS

- ❖ Over 10 Years of Experience encompassing responsibilities of Industrial sales for Auto parts, spare parts, Logistics & Supply chain Industry.
- ❖ Ability to effectively develop and deliver technical solution to end customer, OEM's, thereby establishing good customer relationship and generating revenue for organization.
- ❖ Key strength in Negotiations and strategies required to close the deals as well as develop and deliver presentations/ demonstrations.
- ❖ Team Player and works with synergy, complimented with ability to take initiatives in group.
- ❖ Quick learner with ability to adopt and deliver on required responsibilities, meeting deadlines.
- ❖ Possess effective communication and interpersonal skills.

PROFESSIONAL EXPERIENCE

CURRENT EMPLOYMENT

❖ **Company : ICICI BANK LTD (Aril-23 to till date)**

Designation: Manager M1 (Solution Manager)

Responsibilities:

- Generate sales to Branches mapped in a given region.
- Generate Throughput to retails sales for different products Like QR code, POS Machine, CMS solution - Bulk payment solution, Tally plugin, Payment gateway, H2H API, Connect banking APP, Ecollection etc.
- Guiding and training customers how to use bulk payment products from starting to end cycle flow.
- Daily Visits to current accounts holder prospect customers of the branch to provide value added solutions as per their requirement.
- Track Daily ,monthly Business sales via MIS reports .
- Monitor daily RO's productivity for sales .
- Train branch sales team and operation team for different products to provide solutions to different customers.
- Drive field sales campaign in different areas to guide for products in retail bank and generate leads from the market.
- Help in onboarding new customers for the current account to branch .
- Resolving customer queries with follow up from the backend team and providing them with the best solutions.

PREVIOUS EMPLOYMENT

❖ **Company : OLX Autos India Pvt Ltd (feb-19 till feb-23)**

Designation: Warehouse/ Operation Manager (Pune)

Responsibilities:

- Procurement for vehicles from UCD / NCD channel ,store via bidding /auction platform to channel partners .
 - Preparing and communicating channel partners for proposals/bids placed after procurement.
 - Negotiating with stuck inventory for liquidation with best pricing for the company. •
- Payment and JIT Delivery cycle Follow up with channel Partners .
- Handling entire inward outward logistics movements.
 - Handling entire transportation activity, driver assignments, home delivery, JIT delivery to end customers.
 - Ensuring Proper follow up and accurate information is given to channel

partner throughout the cycle.

- Creating and maintaining data in various platforms Google Excel sheet, K2 software , Lead square. software.
- Tracking Payment details made by channel partners with the finance team and generating Sales Requests for the organization.
- Analyzing and Maintaining data trackers for legal entities (bank noc tracker,DRC cases, Monthly inventory and documentation audits , dealer finance cases ,Payment Sales Trackers etc).
- Tacking Interstate vehicle procurement and its transportation movement request with different vendors .
- Evaluation Transportation cost per vehicle in a carrier .
- Taking appropriate approval as per approval matrix defined by the organization wherever required.
- Onboarding new channel Partners With help of Sales Team on Salesforce Platform. • Handling End to end cycle from Procurement to liquidation of vehicle to channel partner.

❖ **Company : Goma Foods Pvt Ltd (May-18 till Feb- 19)**

Designation: Marketing and Logistics Operation Manager (Pune)

Responsibilities:

- Preparing the cost & value proposal for the client & presenting the same to the client management.
- Building brand and value proposition in Market share for Both Milk and By-Products(Paneer,Dahi,Lassi,Chass Etc).
- Preparation of Sales Order for Modern Trade Market, Retail Market, Corporate Clients. • New Franchisee Development.
- New Distributor Development .
- Handling Team of 15 Person Across Entire Pune.
- Finalizing the Legal Agreement terms & conditions to include all the terms agreed with client & with the vendors.
- Conducting sale campaign ,Event, Exhibitions across Pune region for Branding and promotion activity.
- Generate Sales from Vendors/channels & Business development from them. • Planning and delivering daily Production and supply of Products to different locations across Pune via distributors, stockists .

- Maintaining and updating daily sales and payment records through Excel and ERP . software tools .
- Generating Sales for the Enterprise.

❖ **Company : Quikr India Pvt Ltd (Nov-17 till April-18)**

Designation: Key Account Manager (Pune)

Responsibilities:

- Preparing the cost & value proposal for the client & presenting the same to the client management.
- Finalizing the Legal Agreement terms & conditions to include all the terms agreed with client & with the vendors.
- Generation and maintaining sales lead via Event Exhibitions , channel partners across Pune region .
- Preparing Sales Orders via Salesforce platform.
- Coordinating with Vendors/channels & Business development from them. • Coordinating with clients for Project execution.
- Providing after sales service to Clients .

❖ **Company : All Bound Logistics Pvt Ltd (Dec-16 till Oct 17)**

Designation: Marketing and logistics Operation Manager (Pune & Rest Maharashtra Region)

Responsibilities:

- Preparing the cost & value proposal for the client & presenting the same to the client management.
- Building All Bound Logistics Pvt Ltd brand and value proposition in Market share. • Finalizing the Legal Agreement terms & conditions to include all the terms agreed with client & with the vendors.
- New Vendor /Channel Partners development.
- Generate Sales from Vendors/channels & Business development from them. • Bill Submission & Payment collection as per Credit Policies (30,60,90 days cycle etc) • Keeping Track for the Credit terms & Payment Cycle effectively.
- Promoting Product & Services (via Exhibitions , Corporate Events ,Print Media ,Web applications- SEO,SMO etc)
- Handling Sales Team (3 person) & Operation team (10 person).

- Generating MIS reports daily & Sales Plan Monthly .
- Finalize the Capex Requirements (Racks, MHE's, IT Infrastructure etc) • Procuring Materials of all discipline (civil, mechanical, electrical & instrumentation) consumables as well as permanent materials locally.
- Negotiate with vendors for Capex required for rollout
- Negotiate with Various Service Providers (Manpower, Transport etc) •
- Preparation of Standard PO, work Orders, Rental Orders and Stock Transfers.
- To follow up or tracking with Purchase requisition on a daily basis

❖ **Company : Cipy Polyurethane (July16 – Nov16)**

Designation : Sales & Operation Manager (Pune region).

Responsibilities:

- Generate new leads and business to the organization.
- Generate sales from existing and new customers for the desired location through B2B and dealer networks.
- Track payment and collection cycle of each customer and dealers.
- Assign the right product to right customer as per purchase order and delivered to customer via transportation .
- Handle the entire project cycle of implementation of products to customer site location (from grouting to top coat layer).
- Generate daily MIS reports for the sales business of each customer product wise.
- Participate in industrial exhibitions for branding promotional activity.

❖ **Company : Micro Turners Group (Sept15 – May16)**

Designation : Marketing & Operation Manager (Pune region).

Responsibilities:

- Coordinating with internal departments (CSO, Operations, Finance, Sales dept) for proper flow of information & service.
- Developing Business from Primary Sales(B2B/Corporate clients)and Sencondary Sales(Wholesalers /Retailers)
- New Vendor / Wholesalers /Retailers Development.
- Order Generation from Vendor / Wholesalers /Retailers.
- Cost Saving by effective solution.
- Generating rate quote for clients, resolve issue, agreement renewals. •
- Ensuring Timely Payment from Vendors.
- Promotion of new products /Services in desired area.
- Developing Rapport with Client.

- Keeping continuous track with clients and management (Finance, legal, CSO etc) for timely closing of rate quotes for different Product/services.
- Handling Performa Invoice & PO for Partwise movement of material to clients as per requirement.(By checking physical stock avail Vs Invoice stock).
- Coordinating with Sales team for Timely submission of bills/invoices/POD. • Agreement generation with clients by send competitive rate quotes. • Tracking Market information(market rates, competitors rates, different products) • Handling Sales Team (4 Person) & Operation Team(6 person) for Smooth work flow.

❖Company : V-Trans (I) Ltd. (Aug 2013 – Aug 2015)

Designation : Executive-Sales (Pune region).

Profile : Developing Business, Building rapport with clients, Increasing sales Volume.

Responsibilities:

- Cold Calling,
- New Vendor /Franchisee Development.
- Making Business Agreement with clients,
- Generating quotations,
- Market research & segmentation for target clients,
- Daily sales visit to existing and new clients.
- Covering entire Pune region,
- Generating new business & Payment collection from them.
- Documentation work, Handling Operation activity (Supply chain management) • Co-ordination with clients for timely submission of bills, acknowledgement by POD. • Keeping track on credit cycle of clients as per credit norms(30,45,60,90days) so that maximum collection of payment shall be cleared on time.
- Collection of Payments (outstanding)as per credit policies,
- MIS Reports for Clients,
- P.O Generation (CGL)
- Preparing Sales plans according to budgets,
- Coordinating with internal departments (CSO, Operations, Finance, Sales Colleagues) for proper flow of information & service.

❖ **Company : OM Logistics Ltd. (Jan 2012 – July 2013)**

Designation : Executive-Sales (Pune Region) .

Profile : Developing Business, Building rapport with clients, Increasing sales volume.

Responsibilities :

- Cold Calling,
 - Making Business Agreement with clients,
 - Negotiation on quotations,
 - Market research & segmentation for target clients,
 - Covering entire Pune region,
 - Coordination with clients,
 - Franchisee Development , business generation from them and payment collection. •
- MIS Reports for Clients,
- Handling Operation activity (Supply chain management),
 - Maintain a database of clients & sales, targeting new markets.

PERSONAL DETAILS

Current Address: J2,Flat no 1108,Swapnapurtu residency, behind aishwaryam humara,moshi ,Pune-412105.

Date of Birth : 15th June, 1987

Gender : Male

Marital Status : Married

Languages Known :English ,Marathi,Hindi.

Hobbies : Listening to songs, Playing Table Tennis, Swimming

Strengths : Building rapport with people, Enthusiastic, Leadership.

EDUCATIONAL DETAILS

Degree	Year	College	University	Specialization	Percentage	Class
M.B.A.	2010-12	I.I.C.M.R	Pune	Marketing	57%	Higher Second
B.Sc (Comp.Science)	2010	KTHM College, Nashik	Pune	Computer Science	52.47%	Second
H.S.C	2005	Bytco College, Nashik	Nashik	Electronics	49.17%	Pass

S.S.C	2003	P.E.Society K. N.Kela High School, Nashik	Nashik	-	60.53%	First
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Computer knowledge:

Basic Knowledge : MS-Office, Microsoft Word, Excel, Power Point, **SAP** , **leadsquared**, Advanced excell, **SQI**

DECLARATION

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

(Dhotre Sumeet Shrikant)

Place: Pune.

Date: