| **PERSONAL DETAILS**  **ASHWANI KARIYAR**  **Date of Birth: 24-06-1987** **Language Known: Hindi& English** **Permanent Address: 1010/10M/1 Rajrooppur**  **Allahabad** |
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**Objective**

Seeking assignments in Channel Sales, Marketing / Business, Development / Dealer Management with a growth oriented organization of repute.

**Work Experience**

* **Working with LG mobile Service Center as a Service Manager for 3 years.**
* **Working with Tata Sky service Center as a CCO for 1 year six mounth.**
* **Working as a Distributors Sales Executive in Mishra Agencies**

**( Castrol India Ltd Distributor ) 2014 to 2018. Working as a KAE 2019 to 2020 Nov ( Castrol India Ltd Distributor).**

* **Working as a Team Leader in Smollan India Limited 2020 Dec to 2022 Oct work for Castrol India Limited.**
* **Presently working as a TSE in Aryan Lubricant private limited.**

**Responsibilities**

* Responsible for assigned sales targets (monthly, quarterly and annually).
* Target set for team week on week, maintaining relationship wit h all dealers, ensuring high rate of return on investment.
* Promoting the Brands & Encouraging the Sales through various Promotional Activities, Establishing a healthy relationship with dealers, effectively handled the dealers Claim Settlement, Physical stock verification, Promoting Sales through Visibility in my area.
* Operating Internet, Updating all records and documents (Hard copy as well as Soft copy), Purchasing and maintaining stocks, updating dealer’s accounts.
* Manage the Team for Distributor performance, Primary, Secondry and Primary Collection.
* Open new Distributor and dealers for distributer.
* Track KPI parameters for Team performance.
* Maintain good relation with dealers.

**Modules covered**

* **Fundamentals of computer**
* **MS-Office:** MS-Word, MS-Excel, MS-Power point
* **Operating System:** Windows XP, Windows 7, Windows 10

**Qualification**

* Bachelor of Arts : **Kanpur University**