

A progressive

Entrepreneurial sales &

Marketing director

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India
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QUALIFICATIONS

Pune university DR.DY.Patil M.B.A 2019
Marketing & rural agriculture
Business marketing

P.D.K.V Akola university, Bachelor
In agriculture 2016

COMPUTER PROFICIENCY

presentation/power point/excel
word/Front Page/Ms Office

SOFT SKILL

Sale skill , Leadership
Dealing & Handling Conflicts
Job Challenges & Deal With
Pressure To Meet Deadline,
Social perceptiveness & service
Orientation



ANKUSH P KALE

SUMMARY

A passionate sales & marketing professional having diverse experience in the field sales B2B / online/off-line/business Development /marketing & industrial sales
Enthusiastic problem solver with keen ability to rapidly access diverse situational challenges, develop action plan lead team to meet or exceed target goals

PROFESSIONAL EXPERIENCE

INDOFIL INDUSTRIES LTD

DEMAND GENERATION EXECUTIVE (YAVATMAL DISTRICT)

Current Working

- 1] Action oriented business leader who is focused on driving results
- 2] Process driven and highly structured thinker
- 3] Coordinating and communicating with cross-functional marketing teams to ensure that deliverables are executed best practices are shared across various team to ensure that deliverables are executed and best practices are shared across various teams
- 4] Highly collaborative and invested not only in the success of your team but the entire organization
- 5] Proven ability to build and lead world-class teams that are driven to create exceptional marketing/advertising program that drive strong business results
- 6] Capable of crafting a clear vision and the steps necessary to execute against that vision
- 7] Highly proficient in project management and stakeholder management. Proven ability to run multiple complex programs with history of successful implementations

ACCOMPLISHMENTS

Reward, being rewarded by
Various awards & certificates

Throughout the professional

Career for effectiveness and Dedication

Research, Research thesis on
Customer buying behaviour in 2019

Bayer Corp science India

Business Development officer MAY 2018 TO 2021 MAY

- 1] Responsible for business development on retail outlets for payment kiosks and execute the complete procedure from company and client end.
- 2] Nurturing new business development ,retention and provide key account management to existing and new clients
- 3] support company to provide the idea and execute luxury display in store Activation and exhibition stands

Major Achievements

- 1] increased territory sales 40% within six months
- 2] creating corporate clients retailer and distributor chain and generated 40%volume within the territory

Corteva Agriscience

FIELD OFFICER 2016 TO 2017

- 1] increasing demand generation by conducting farmer meetings
- 2] handling sales and marketing
- 3] improving product visibility to farmers by Campaign /poster visibility /demonstration
- 4]collecting orders by distributor and retailers
- 5] solving farmer problems /handle disease and pest of Crops and give best suggestion to farmer