

# Aniket S Sangale

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## CAREER OBJECTIVE

Currently looking for a position with an organization where I can utilize my existing skillset and knowledge to increase company profitability which can provide me job satisfaction, self-development and help me achieve personal goals as well.

## PROFILE SUMMARY

An organized and creative professional with marketing, sales skills, and a desire to learn more. Gained vast knowledge of marketing techniques, client servicing, operations, and management, multi-tasking in FMCG career. Have learned extensively on marketing research and brand management during my career.

## WORK EXPERIENCE

06/2020 -Present **Sr.Sales & Marketing Executive**  
**suncrest food makers.**

**Roles and Responsibilities:** - As per profile my roles were mainly divided into three categories: Business Planning, Sales Strategy, Operations.

- Report to National Head and respective company partners.
- Prepare the Modern Trade and General Trade sales strategy & Growth plans in line with business strategy.
- Category management and Promotion planning driving operational efficiency for modern trade channels.
- Responsible for opening new accounts in General trade & Modern trade and follow up with clients regarding their sales targets and offers on products.
- Resolve General trade & Modern trade operational problems.
- Manage and review outlets through a frequent market visit with sales executives. Discuss with the National head if any changes are required in outlets regarding sales and product issues.
- Decision making on daily sales and offers in MT, GT, and online market (Amazon)
- Generate action plans to enhance performance and sales productive capacity of underperforming personnel. Decision making on daily sales targets and try to achieve.

## PERSONAL INFO

DOB 10/01/1998

### ADDRESS

D Wing, 202, 2nd floor,  
Kanchipuram housing  
society, Midc road, Near  
Lok Amber, Ambernath  
(east) - 421502.

### LANGUAGES

English, Marathi, Hindi,

### MARITAL STATUS

Single

## SKILLS

- Organizational skills
- Communication skills
- Adaptability
- Tenacity
- Team working
- Deadline Success
- Disciplined
- Team Player

## INTERESTS

- Movies & TV
- Food
- Music, Gaming
- Travelling

## TECHNICAL

- Basic Computerskills
- MS Office, Word, PowerPoint.
- MS Excel (vlookup, Pivot, Formatting)
- Tally ERP

04/2018 - 01/2020    **Senior Associate (Jio Process)**  
**Wipro private limited**

Reliance Jio Info communication limited, doing business as Jio, is an Indian telecommunications company and a subsidiary of Jio Platforms, headquartered in Mumbai, Maharashtra, India. It operates a national LTE network with coverage across all 22 telecom circles.

Skills I learned -

- Customer satisfaction
- Raise complaint
- Problem solving
- Team handling
- Making reports
- Floor support

## **WORK EXPERIENCE**

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01/2017 - 02/2018    **Sales Associate.**  
**Home credit India finance private limited**

Home Credit provides online personal loan to salaried & self-employed individuals in India with minimal documentation.

Skills I learned -

- Communication skills.
- Active listening.
- Contact with loan candidates to explain options and answers Questions.
- Obtained and compiled copies of loan applicants' credit histories,
- Corporate financial statements, and other financial information.
- Reviewed and updated credit and loan files.
- Sent approved loan documents to underwriting with specified limits
- Learn how to use outlook for emails.
- How to manage all daily data in excel.
- Customer satisfaction

## **EDUCATION**

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|-------------|--------------------------------------------------------------------------------------------------------------------------------------|
| <b>2019</b> | <b>Graduate in Sales and Marketing Management</b><br>Tata Institute of Social Sciences<br>[Public university in Mumbai, Maharashtra] |
| <b>2010</b> | <b>HSC [Commerce]</b><br>[Maharashtra Board]                                                                                         |
| <b>2007</b> | <b>SSC</b><br>[Maharashtra Board]                                                                                                    |

**DATE**

**PLACE**