

VIJAY ANANDA ASABE

PUNE, MAHARASHTRA | vijayasabe.1282@gmail.com | 95183 21993

PROFESSIONAL SUMMARY

A dedicated and results-driven Sales/Marketing Manager with extensive experience in the sales and marketing domain, seeking to contribute to a leading corporate organization in a high-tech environment. Passionate about exploring personal potential and driving organizational success through effective teamwork and sales strategies.

CORE SKILLS

Sales Management, Market Research, Lead Generation, Client Relationship, Negotiation, Sales Forecasting, Inventory Management, Supply Chain Coordination, Team Leadership, Project Management, Customer Satisfaction, Business Development

PROFESSIONAL EXPERIENCE

Sales/Marketing Manager | MSC Transformers Pvt. Ltd, Pune | Aug 2023 – Present

- Managing sales and marketing efforts in the distribution/ Power of transformers.
- Market Research: Understanding customer needs and staying updated on industry trends.
- Lead Generation: Identifying and generating new sales leads.
- Building relationships with clients to drive sales and foster repeat business.
- Analyzing market trends and implementing strategies to enhance sales.
- Achieving Sales Targets: Meeting and exceeding sales goals set by the company.
- Building Client Relationships: Establishing and maintaining strong relationships with clients for repeat business.
- Product Presentations: Presenting and demonstrating products to potential customers.
- Negotiation & Closing Deals: Negotiating terms and closing sales contracts.
- Sales Reporting: Tracking and reporting sales performance to management.
- Collaboration: Working with internal teams to align on sales strategies and ensure customer satisfaction.

Store Officer | Sandeepa Power Lines, Pune | Dec 2017 – Dec 2021

- Managed the IPDS project for Distribution Line at Satara under Baramati Zone.
- Oversaw inventory control and material management, ensuring timely delivery of project requirements.
- Inventory Management – Keeping track of stock levels and ensuring adequate supply.
- Stock Receiving & Issuance – Verifying received goods and issuing materials as needed.
- Record Keeping – Maintaining accurate inventory records and documentation.
- Storage & Organization – Ensuring proper storage to prevent damage or loss.
- Stock Audits – Conducting regular stock checks and reconciling discrepancies.
- Supplier Coordination – Liaising with vendors for procurement and delivery.

Store Officer | Manisha Engineers Pvt. Ltd, Pune | Jul 2014 – Nov 2017

- Managed the Infra II project for Distribution Line at Boisar under Palghar Zone.
- Oversaw inventory control and material management, ensuring timely delivery of project requirements.
- Inventory Management – Keeping track of stock levels and ensuring adequate supply.
- Stock Receiving & Issuance – Verifying received goods and issuing materials as needed.
- Record Keeping – Maintaining accurate inventory records and documentation.
- Storage & Organization – Ensuring proper storage to prevent damage or loss.
- Stock Audits – Conducting regular stock checks and reconciling discrepancies.
- Supplier Coordination – Liaising with vendors for procurement and delivery.

Store Executive GTL Limited, Mumbai | Jul 2013 – Jun 2014

- Worked on the Distribution Line R-APDRP/Part-B project at Dhule under Jalgaon Zone.
- Inventory Control – Monitoring stock levels and preventing shortages or overstocking.
- Stock Management – Receiving, inspecting, and issuing goods as needed.
- Record Maintenance – Keeping accurate stock and purchase records.
- Store Organization – Ensuring proper storage and labelling of materials.
- Stock Audits – Conducting regular checks and preparing reports.
- Supplier Coordination – Managing vendor relationships for procurement.
- Team Supervision – Overseeing store staff and daily operations.

Assistant Store Keeper Manisha Engineers Pvt. Ltd, Pune | Jul 2012 – Jul 2013

- Managed inventory and logistics for the Distribution Line R-APDRP/Part-B project at Ichalkaranji under Kolhapur Zone.
- Stock Management – Receiving, storing, and issuing goods.
- Inventory Control – Keeping track of stock levels and preventing shortages.
- Record Keeping – Maintaining accurate stock and transaction records.
- Store Organization – Arranging materials properly for easy access.
- Stock Audits – Conducting regular checks and reporting discrepancies.
- Supplier Coordination – Assisting in procurement and verifying deliveries.

Store clerk Vijai Electricals Ltd, Hyderabad | Sep 2010 – Jun 2012

- Assisted in the management of inventory for the Distribution Line R.E-I phase project at Manchar under Pune Zone.
- Prepared GRN (Goods Received Note) Prepared MRHOV (Material Received Handing Over Voucher)
- Prepared MIN (Material Issue Note)

SOFT SKILLS

- Excellent Communication skills, effectively engaging with clients and stakeholders.
- Collaborative Teamwork, working seamlessly with internal teams.
- Skilled in Negotiation, closing deals and building partnerships.
- Strong Problem-Solving abilities, tackling challenges proactively.
- Adaptable to changing market trends and customer needs.

EDUCATION

- DBM (Diploma In Business Management) | ISBM, Mumbai | Mumbai University | 1st class | 2013
- H.S.C. | Shree Samartha College, Gargoti | Kolhapur Board | 2nd Class | 2011
- S.S.C. | Tikkewadi High School, Kolhapur | Kolhapur Board | 2nd Class | 2009

CERTIFICATIONS

- MSCIT | Suyash Computer, Pune | 68.00% | 1st Class | Jan 2010
- Tally ERP 9 | Alphanet Computer, Pune | 72.00% 1st Class | Sep 2011
- Typing | Alphanet Computer, Pune | Speed: 40 | 2nd Class | Sep 2011

LANGUAGES

Marathi | Hindi | English

DECLARATION

I hereby declare that the above information is true and correct to the best of my knowledge.

Vijay Ananda Asabe