

Vijay Dave



 Vijay Dave
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SKILLS

- Team oriented and results-driven.
- Team Management.
- Sales & operation management
- Management of BTL activities

LANGUAGES

English

Hindi

Marathi

Marwari

PERSONAL INTERESTS

Sports, Outdoors
music
Reading, writing

PERSONAL INFORMATION

Birthday

EDUCATION

Marketing, Bachelor of Business Administration, *Graduated, June 2011*

Tolani College of commerce
Maharashtra board
mumbai, Maharashtra

marketing, Master of Business Administration, *Post Graduate, June 2013*

Sinhgad institute of business management
mumbai university
mumbai, Maharashtra

WORK EXPERIENCE

Management trainee

*Apr 2013
- Jun 2014*

RSG infotech pvt ltd
mumbai, Maharashtra

Prospecting customers and understanding their needs to deliver the best possible service.
Checking for store inventory and coordinating same with the logistics team
Providing a proper solution to client & prospect buyer

Asst Area Sales Manager

*Aug 2014
- Nov 2017*

Parag Milk foods
mumbai, Maharashtra

Handling sales and marketing of MILK Product Managing team of sales/business development officer Managing team of logistics/distribution Coordination between senior management, distributors, sales team Identifying target markets and analyzes current market trends.

Senior Distribution Manager (sales & Marketing)

*Nov 2017
- Jan 2019*

Kwickbhoj Pvt Ltd
mumbai, Maharashtra

Strategy & implementation of Sales & Distribution initiatives including different ways to increase sales Product promotion and coordination of marketing activities Managing BTL activities to promote the brand Managing a team of Sales & support

Channel team lead

*Mar 2019
- Jul 2019*

Amazon India
mumbai, Maharashtra

Account Identification & Acquisition: Market mapping and Identification of potential retail stores for time-bound acquisition, induction and onboarding of new accounts (I.H.S stores) in the assigned territory.
Account Management: Managing and driving the growth of the Channel partners/stores' business with Amazon. Build and execute on a strategic account plan that delivers on key business opportunities for the stores and Amazon. Training: Deliver training & coaching of

July 18, 1990

Gender

Male

Marital Status

Married

Father's Name

Mr. Niranjan dave

Nationality

India

Amazon processes, products, operating model and SOPs.

Asst manager

Anarock property consultants pvt
ltd
mumbai, Maharashtra

Jul 2019
- Current

- Serve as a day-to-day point of client contact
- Research and prepare client presentations, reports and conduct in-person client meetings
- Research on industry & competitor trends to apply best practices to client portfolio
- Understanding client goals/objectives and their entire digital marketing needs
- Work jointly with the internal team to drive campaign strategy & development
- Research & keep current on emerging online trends and best practices within the digital marketing industry



EXTRA CURRICULAR ACTIVITIES

Worked with an NGO Pukar for 1 year Won 1st prize in Ad-Mad show in Kohinoor BusinessSchool. Worked for promotional activity for Cargill Foods @ Big Bazaar (Sabse Saste din) & achieved recognition certificate. Received Apple Sales Training certification during tenure with RSG infotech pvt ltd.



DECLARATION

Vijay Dave

mumbai, Maharashtra