

BHARAT INGALE

Room no. 6, Chwal no. 2, Narendra Niwas chwal, At. Adivali Dhokali gaon, Kalyan East
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bharatingale11@yahoo.com

Summary

A motivated and tech-savvy sales associate with 9 years of experience working in consumer durable industry for channel sales. Skills include relationship building, public speaking, creative problem solving. Able to communicate effectively with a team and very keen to develop more professional skills.

Education

**MGM College of Computer Science & Information
Technology**
Bachelor's Degree

Navi Mumbai, Maharashtra
Graduated October 2009

Employment History

V-Guard Industries
Marketing Officer

Mumbai, Maharashtra
November 2017 - Present

Area of operation - Navi Mumbai & Dombivali to Katjat/ Kasara.

Responsible for Fan & Water Heater primary & secondary sales. Network handling 7 distributors, 8 direct dealers & 200+ retailers. Co-ordinate with service department for service issues. Preparing the sales promotion activity. Feed-back the market status. Prepare & Enroll a quarterly scheme for sub dealers.

Gentrust Consumer Durables (Spherehot Appliances)
Sr. Sales Executive

Navi Mumbai, Maharashtra
September 2015 - October 2017

Area of Operation- Navi Mumbai & Raigad district.

Management of field sales in the respected area in order to ensure achievement of channel targets. Streamline whole channel management processes. Assist LAS and DSO, keep tracking and reporting respectively. Handling Sales all product range Water Heaters, Coolers & Appliances. Responsible for planning and executing secondary & primary sales for the Distributor. Network handled - 3 distributors, 1 direct dealer & 300+ active retail outlets from scratch. Solving product and claim related issues by getting in touch with the concerned person.

Achivements - Performance of the year 2015-16

Havells India Ltd.
Sr. Sales Executive

Navi Mumbai, Maharashtra
November 2014 - August 2015

Area of operation - Navi Mumbai

Responsible for primary & secondary sales for appliances & water heater division. Network - 1 distributor & 150 sub dealers.

Bajaj Electricals Limited
Sales Executive

Navi Mumbai, Maharashtra
August 2009 - October 2014

Area of operation - Navi Mumbai

Responsible for primary & secondary sales. Team leader for all the sales promoters & long arm salesman. Successfully implemented Theory of Constraint for the DAP division which includes product range water heaters, irons & platini appliances.

Achievements - Sarvottam award winner of the year for 2009 & 2010.

Hobbies & Interests

Following to successful seniors and good persons. Making new friends.

Languages

English	Conversational
Marathi	Fluent
Hindi	Fluent

References

Omkar Singh

Colligue

(902) 900-9357

Bajaj Electricals Limited

Paresh Karia

Reporting Manager

(982) 189-6662

Gentrust Consumer Durable(Spherehot Appliances)

Rameshwar Chimane

Colligue

(992) 020-9077

V-Guard Industries

Personal Information

Marital Status : Married with Monali Kadam

Date of Birth : 23 December 1988

Permanent Address : Sadguru Co. Op.Housing Society , plot no. 13, sec. 7, room no- B 102, Khanda Colony, New Panvel (w), Tal - Panvel, Dist - Raigad 410206.

<https://www.linkedin.com/in/bharat-ingale-159364a9/> , <https://www.facebook.com/bharatingale11>