

Vilas Dilip Chavan

Area Sales Manager | FMCG & Food Division

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 Pimpri Chinchwad, Pune
 Marathi, Hindi, English

CAREER OBJECTIVE

Results-driven Area Sales Manager with 14+ years of progressive experience in FMCG and Food Division sales across Maharashtra, Goa, and Gujarat. Proven track record in revenue target achievement, distributor management, and territory expansion. Seeking to leverage expertise and leadership skills to drive organizational growth through innovative and strategic sales initiatives.

CORE COMPETENCIES

Revenue Target Achievement	Territory & Zone Management	Channel & Distributor Development
Payment Collection & Compliance	Category & Zone-wise Sales Tracking	Team Leadership & Coordination

WORK EXPERIENCE

Rama Vision Limited

Area Sales Manager

Jan 2025 – Present

HQ & Territory: Pune, Mumbai, Nashik, Sangli, Kolhapur, Sambhaji Nagar, Ahilya Nagar, Nagpur, Goa, Gujarat

- Responsible for achievement of revenue targets across assigned multi-state territory.
- Ensure timely payment collection and strict adherence to payment schedules.
- Conduct regular sales updates and category-wise, zone-wise growth tracking.

Puer Temptation Pvt. Ltd.

Area Sales Manager

January 2023 – December 2024

HQ & Territory: Pune – covering Maharashtra & Goa: Satara, Sangli, Kolhapur, Aurangabad, Solapur, Latur, Ratnagiri, Sindhudurg, Mahad, Goa

- Managed full-territory sales operations across Maharashtra and Goa.
- Ensured timely payment collection and adherence to payment schedules.
- Maintained regular sales reporting and monitored category-wise growth trends.

The Tasty Bites, Pune

Area Sales Manager

December 2020 – October 2023

HQ & Territory: Pune – covering Maharashtra & Goa: Satara, Sangli, Kolhapur, Aurangabad, Solapur, Latur, Ratnagiri, Sindhudurg, Mahad, Goa

- Led territory sales and business development across Maharashtra and Goa regions.
- Ensured timely payment collection and strict payment compliance.
- Delivered consistent sales performance with regular zone-wise growth updates.

Haldiram Bhujiawala Ltd.

Area Sales Manager

July 2014 – November 2020

HQ & Territory: Mumbai – covering Satara, Sangli, Kolhapur, Pune, Aurangabad, Nagpur, Solapur, Ratnagiri, Sindhudurg, Jalgaon, Dhule, Buldhana

- Managed revenue targets across a large multi-district territory for a leading FMCG brand.
- Ensured timely payment collection and maintained payment discipline across the network.



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- Provided regular sales updates with comprehensive category and zone-wise tracking.

Capital Foods Pvt. Ltd.

Sales Officer

April 2011 – June 2014

HQ & Territory: Satara – covering Satara, Karad, Phaltan, Baramati

- Managed sales operations across Satara district and surrounding areas.
- Achieved revenue targets through effective territory and distributor management.
- Maintained payment collections and provided regular sales performance updates.

TTK Health Care Ltd.

Field Sales Officer (OTC Division)

October 2007 – April 2011

HQ & Territory: Satara – covering Satara, Karad, Phaltan, Baramati, Ratnagiri, Kudal, Kankawli

- Managed OTC product sales across Satara and Konkan districts.
- Achieved territory revenue targets through consistent field sales activities.
- Maintained payment collections and reported on territory sales performance.

EDUCATION

Qualification	Board / University	Year
Bachelor of Arts (B.A.)	Nashik Open University	May 2012
H.S.C.	Kolhapur Board	March 2005
S.S.C.	Mumbai Board	October 2002

PERSONAL INFORMATION

Date of Birth	24 June 1984	Marital Status	Married
Father's Name	Mr. Dilip Anandrao Chavan	Languages Known	Marathi, Hindi, English

ADDRESS

Current Address Flat No. 1006, 10th Floor, Tanish Pearl (I Wing), Dehu Alandi Markal Road, Charoli Budruk, Pimpri Chinchwad, Pune – 412105	Permanent Address At/Post: Ambawade Samat Wagholi, Taluka: Koregaon, Dist: Satara – 415011, Maharashtra
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Declaration

I hereby declare that the details furnished above are correct and complete to the best of my knowledge and belief.

Place: Pune	(Vilas Dilip Chavan)
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