Mr.Vivek V. Desai
E-Mail-vivekdesai661@gmail.com
Contact No:-7798707537

Headline

Sales professional with 12+ years of experience in the areas of business and sales channel development for reputed industries. Passionate, results-driven leader with a deep technical understanding and strong ability to identify, cultivate, and maintain strategic relationships with customer, Market to achieve company-wide goals and objectives.

Skills

Sales promotion activities-Design, Implement, organizing various sales promotion campaigns. Conducted farmers meeting. Sales Planning, Handling, Monitoring. Business development through dealer Appointing, Handling, Monitoring. Team recruiting, Handling, Monitoring. Distribution Channel Management.

Employment History

- **Organization- Cargill India Pvt. Ltd.**
- **Since-July 25 to To 3 Aug.26**
- **Location-Sangli, Kolhapur**
- **Role-Area Sales Manager(Dairy Feed)**
  - Supervise on all Cargill Cattle feed sales operation activities within a Sangli, Kolhapur Area. Lead Execution and implementation of the sales strategy. Responsible for Sales.
  - Team Handling, Managing and Monitoring field Activities, Promotional Activities within a assigned Area.
  - Managing Distribution Channel network, Primary sales, and Secondary sales.
  - Guiding to team for Business Development. Skill Development, Problem Solving.

- **Organization- HDFC Bank LTD.**
- **Since-23 Jan. 2024 to 1 Mar. 2025**
- **Location-Satara.**
- **Role- Relationship Manager(Agri/RBG)**
  - Sourcing Agri business from farmer for crop loan,term loan,Kisan gold card,Small Agribuisness loan,Agri project funding,
  - Responsible for Agri Loan Lead Generation,Conversion,Credit sanction And Disbursement of Loan.Planning,Execution of plan Team Handling ,Monitoring of Rural Portfolio Officer.Training and Development RPO/SO .
  - Working on Housekeeping,Deliquancy/Rotaion,Cross sell,Insurance.Recovery

- **Organization-Kirloskar Oil Engine Ltd.**
- **Since-4 Oct. 2022 to 4 Oct.2023**
- **Location-Kolhapur,Satara,Sangli,Sindhudurga,Ratnagiri,District.**
- **Role- Jr.Engineer (Sales)[Area Sales Officer]**
  - Managing Primary,Secondary Sales of electric pump ,Column pipe, Cable Of KOEL.Appointing New Distributor, Dealer.
  - Handling, Monitoring, Guiding, Managing 5 District's Distributor and there 10 + DSR Team for Achieving sales target.
  - Planning ,Monitoring,Excuation of Channel sales Management of Distributor for Smoothly and fastly Material Delivery.

- **Organization- Driptech India Pvt.Ltd.(A Jain Irrigation Company)**
- **Since – 9 Dec. 2016 – 30Sep.2022**
- **Location- Vita(Sangli), Maharashtra**
- **Role-Senior Territory Sales Manager (Sangli,Kolhapur,Kokan)**
  - Formulate, direct and coordinate marketing activities and policies to promote Drip, Sprinkler Irrigation, Jain PVC Pipe and Fitting, Jain Plumbing, Jain Solar products and services, working with advertising and promotion managers. Identify, develop or evaluate marketing strategy, market characteristics. Responsible for Sales Target and Achievement
  - Hiring employees on Distributors Payroll and handling, managing team. 5+Person Sales team handling, Guiding for productivity
  - Achieved Appreciation Certificate for Best Performance. with **3 rd Rank** in sale Over all India. 30 + dealer appointed and operated started from zero dealer in territory

- **Organization-Anushka Polyindustries**
- **Since – Aug. 2016 – Dec.2016.**
- **Location- Vita(Sangli), Maharashtra**
- **Organization Role- Sales Officer**
  - Maintain and update filing, inventory, mailing, and database systems, either manually or using a computer. Complete and mail bills, contracts, policies, invoices, or checks.
  - Inventory and order materials, supplies, and services. Establish and maintain relationships with individual or business customers or provide assistance with problems these customers may encounter.
  - Develop plans or set goals to reduce carbon emissions associated with storage or transport activities, Resolve customer complaints regarding sales and service.

- **Organization- Radha Masale**
- **Since – Sep.2014 – Jul.2016.**
- **Location- Sangli, Maharashtra**
- **Role- Sales Officer**
  - Write and record orders for merchandise or enter orders into computers.
  - Handled 10+ Member Sales team. Monitoring, Controlling. Guiding to them.
  - Explain products or services and prices and demonstrate use of products.
  - Develop prospect lists. Order or purchase supplies. Distribute product samples or literature that details products or services.Payment collection.

- **Organization- Driptech India Pvt.Ltd.(A Khosla Impact Fund Co.)**
- **Since - Sep. 2013– Aug.2014**
- **Location- Kadegaon(Sangli), Maharashtra**
- **Role- Sales Officer.**
  - Establishing Dealer network by Appointing Dealer. Organizing Farmer meeting. Product Demonstration .Sales planning, Goods transportation Management, Recovery Outstanding.
  - Farmer complaint attending. Resolving. Promotional activity conducting at Village.

Education

Course	College/Institution	University/Board	Year	Percentage
M.B.A.(Marketing & Agri)	Deccan Education Society's Pune, CIMDR,Sangli.	Shivaji University, Kolhapur.	2013	64.59%
B.B.A.	Balwant College ,Vita	Shivaji University, Kolhapur.	2011	62.77%
B.Sc.(Agriculture)	L.M.K.Agri College, Kadegaon.	Y.C.M.O.U, Nashik.	2014	66.15%
H.S.C.	Adarsh Mahavidyalaya, Vita.	Kolhapur Board	2008	62.50%
S.S.C.	Vita Highschool, Vita.	Kolhapur Board	2003	56.66%

Personal Details

Name	Vivek Vasantrao Desai				
Date Of Birth	12/02/1988				
Age	36				
Address	A/P- Vita , Tal: Khanapur, Dist: Sangli. Pin: 415311				
Mobile No.	7798707537	Gender	Male	Marital Status	Married
Language Known	English, Hindi, Marathi.				

Declaration:

Herewith I declare that above information is true to best of my knowledge.

Date: -
Place :-

Your Faithfully

(VIVEK V DESAI)