

Education

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|---|--|
| ✓ Sikkim Manipal University
LBEF College
Maitidevi, Kathmandu | Master in Business Administration, (MBA)
April 2014 |
| ✓ Tribhuvan University
DAV College
Jawalekhel, Lalitpur | Bachelor in Business Administration (BBA)
with CGPA 3.09, 2007-2011 |
| ✓ Pinnacle Academy
Laghenkhel, Lalitpur | +2 HSEB
Second Division, 2005-2007 |
| ✓ Skyrider Secoandary E.B.S
Ratnanagar, Chitwan | S.L.C. in First Division, 2005 |

Professional Experience

Career Objectives

Challenging position with a company that is rapidly and offers good advancement positional. I do believe that, I can perform better while working in a group. I take full advantage of the opportunities that the company provides and is very willing to contribute my best.

EXPERIENCES

Working in a designated position of **Project Manager in Mangalam Group (February -2020 to May 2021)**

Roles and Responsibility as a Project Manager.

- Study Government projects and tender, cost analysis and demand fulfilment.
- Update with the latest New project of construction and meet the demand of project.
- Analyze Sales trend, Demand Opportunity and forecast production planning to meet the demand.
- Sales campaigns and trade shows to promote brand awareness among consumers.
- Assist in planning and supervising Sales operations to achieve revenue target.

Working in a designated position of **Assistant Sales Manager in United Distributors Nepal Pvt. Ltd (Vishal Group) (September-2019 to Jan-2020)**

Roles and Responsibility as an Assistant Sales Manager

- Recommend creative and cost effective promotional activities.
- Stay update with the latest New Account opening and their demand.
- Maintain customer relationship programs and track customer satisfaction.
- Conduct Sales campaigns and trade shows to promote brand awareness among consumers.
- Helping identify Sales opportunities trends and key opportunities for innovation.

Worked in a designated post of **Executive-Sales in Tiger Brewery Pvt. Ltd (Jan-2018 to Aug-2019)**

Roles and Responsibility as an Executive

- *Build and maintain good working relationship with clients to create an atmosphere that fosters sales.*
- *Monitor the performance of sales employees and provide the necessary guidance to improve efficiency.*
- *Motivate and support sales teams to achieve set goals/targets.*
- *Present periodic reports to company directors and product line managers on sales operations.*
- *Analyze and interpret sales records and customer accounts.*
- *Carry out research to identify new sales opportunities.*

Worked in a designated post of **Officer-Sales in Bottlers Nepal Ltd. (June-2011 to May-2017)**

Roles and Responsibility as Officer--sales.

- *Reaching the targets and goals set for the area.*
- *Monitoring the individual sales reps visit in the market.*
- *Compiling and analyzing sales figures.*
- *Reporting to the senior.*
- *Make the proper dealer's monthly claim and submit the same to senior.*
- *Generating new customers and retaining the existing.*

Teaching Experience

- Worked at Central Degree College as in a teaching profession for MBA and BBA.
- Worked at Kantipur Valley College as in a teaching profession for MBA and BBA.

Training and Participation

- Training on Sales Force Automation (SFA) From Bottlers Nepal.
- Training on Basic in Computer Application, includes Fundamental of Computer, Windows Package, MS-word, MS-Excel, MS-Power Point.

Projects

- Sales force Automation (SFA)
- V-trac (Proper management of assets i.e. cooler of BNL)
- Various Project on college for academic progress (Thesis, Internship etc.)