Curriculum vitae

MOHAN DUBEY

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CAREER OBJECTIVE

* To pursue a dynamic and challenging career with an organization of repute, this gives value addition to the organization as well as offers opportunity to enhance professional skills while getting a high level of satisfaction and recognition.

Academic & Professional Qualifications

Academic Qualification

Ø B.COM -Rani Durgavati University Jabalpur 2001

Ø 12th -Bhopal Board in 1998

Ø 10th -Bhopal Board in 1996

Article ship and work Experience

# (Total Work Experience in IT Industry 24 Yrs, At MAHAKAUSHAL area)

**Worked with**: PIONEER SALES & SERVICE

**Job profile**: HANDLING TO IT BUSINESS (Accounts)

**Period**: 2001 to 2010

**Worked with**: COMPUTER GALLERY PVT.LTD. (INDORE)

**Job profile**: Exe. Sales in MAHAKAUSHAL region handling to Dell laptop business

**Period**: June-2010 to July-2011

**Worked with**: RP INFOSY STEM PVT. LTD. (Kolkata)

**Job profile**: Exe. Sales in MAHAKAUSHAL region handling to Desktop business

**Period**: July-2011 to Dec-2012

Worked With: Horizon Computer (INDORE)Hp Commercial Laptop Govt.

**Job Profile:** Exe. Sales in MAHAKAUSHAL region handling to Hp Commercial Desktop Laptop

**Period**: April-2013 to Dec-2016

Work with: MICROWORLD SOFTWARE SERVICE PVT LTD (MUMBAI)

Job Profile: Exe. SALES in MAHAKAUSHAL region handling to ESCAN ANTIVIRUS

Period: 11 Jan-17 to June-2020

Work with: Balaji Solutions Private Limited (Kolkata)

Job Profile: ASM in MAHAKAUSHAL region handling to Foxin Peripherals & Components -Hdd Toshiba, Ram, SSD Crucial, SSD Laxer, HP Pen Drive

Period: 20th July-20 to 31st Dec-20

Work with: RX Infotech Pvt. Ltd. (Delhi)

Job Profile: ASM in MAHAKAUSHAL region, handling to Lapcare & Dell Peripherals Period: 8th Jan-2021 to March-2024

**Current Working**

Balaji Solutions Private Limited (Kolkata)

Job Profile: ASM in MAHAKAUSHAL REGION handling to Foxin Peripherals & Components -Hdd Toshiba, Ram, SSD Crucial, SSD Laxer, HP Pen Drive

Period: April 2024 till present

**Job KRAs / KPIs**

# Channel Management

* + Develop and sustain the existing network and effectively manage the supply chain.
	+ Expand the dealer infrastructure and appoint new partners in untapped markets.
	+ Evaluate performance & monitor distributor sales and marketing activities.
	+ Manage distributor’s cash flow to reduce variance against actual and planned remittances.

# Dealer Management

* + Identifying & networking with dealers/ distributors, resulting in market penetration & reach as evaluating performance & monitoring their sales and marketing activities.
	+ Monitoring inventory control, thereby ensuring ready availability of the stock as per the market demand and implement effective logistic strategies.
	+ Arranging/Conducting training for Dealers.

# Work Profile:

 Job profile: Sales

* + - * Achievement of sales expectations
			* Superior category and market knowledge
			* Sales Focus
			* Sales & Distribution Plans
			* Implementation of Brand Input Plans
			* Stock Control
			* Market Knowledge
			* Competitive Feedback

Major assignments worked upon include:-

1. The assignments include review of IT hardware operation, HP, Dell and then reporting the Managements.
2. The Assignments of taking responsibilities to grow business in Mahakoshal area.

Key Achievements and Appreciation:-

Took active part in elocutions, quiz and debate competition. Represented Jabalpur “MAHAKAUSHAL” at various Competition. Part of IT sales & represent all products in the market.

Computer Proficiency

* Operating system MS Windows, MS-DOS
* Office suit Working knowledge of MS-word, MS-excel & Power Point
* Accounting Package ERP Tally all version

Hobbies

* Sports
* Music

Personal Information

Date of Birth: 10th Nov. 1977

Father’s Name: Late Shri Jagdish Prasad Dubey

Marital status : Married

Strengths: Flexible, Consistent, like to work in team

Address: 1721, (W)Ghamapur, Jabalpur(M.P.)

Declaration

I hereby declare that the facts given in resume are correct to best of my knowledge and belief. Date: 21/08/2024 Jabalpur