

Ashish Kumar Phillip

**Flat no- 08, Block No- E1,
Green Valley,Junwani Bhilai Nagar
Distt. –Durg,Chhattisgarh 490020**

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Career Objective

A focused promise that carries me in the direction of my goal with the help of managerial knowledge, learning skill, interpretation skill and strong will power and tries to prove myself as the best of the best and the right man at the right place in the organization.

Professional Experience

14 years plus rich experiences in Channel Sales and Marketing. A proactive planner with abilities in devising effective strategies for augmenting sales, identifying and penetrating new market segments, promoting products for business excellence. Demonstrated abilities in developing Dealer network infrastructures and effective Channel Management. Proven performer with an excellent track record in sales across assignments. An enterprising leader with strong analytical, problem solving & organizational abilities.

Expertise

Channel Management

- Enabling business growth by developing and managing a network of Channel Partners across assigned territories.
- Commissioning & launching new Retail Outlets as per company standards monitoring day to day operations.
- Designing schemes and promotions on a local level for Distributors & Retailer.
- Launching new products.

Organizational Experiences

Currently working with PBParnes as Area Sales Manager based at Raipur for Health Insurance verticle from Jan 24 to Till Date.

Worked with Bajaj Allianz life insurance As Sr. Branch Manager at Bhilai location from March 2023 to Dec 2023.

Worked with Niva Bupa Health Insurance Co. Ltd. As Branch Manager at Rajnandgaon Branch from April 2022 to March 2023

Worked with Net ambit value first services pvt ltd as City manager for Google Pay services from July 20 to April 22

Worked with Shriram life insurance co. Ltd. As Asst. Area Manager at Bhilai Branch from Aug19 to July 20

Worked with NORTHERN LIGHTS SOLUTIONS LLP, Chhattisgarh As State Head from July 2017 to July . 2019

Worked with Unitouch Sales LLP,(Zonal Distributor of Reliance Jio products) Raipur As Area sales manager from July 2014 to June . 2017

Worked with SSK HOME APPLIANCES (SAMSUNG MOBILE) . As TERRITORY SALES MANAGER from July 2010 to March 2014

Worked with SMV BEVERAGES PVT.LTD. (PepsiCo Bottling Unit in C.G.) since March 2007 to June 2010 as M.E.E.(RAIPUR) Headquarter

Academic Qualification

- o Bachelor of Commerce from Pt.Ravi Shankar Shukla University Raipur 2003.
- o Intermediate from H.S.S.School ,Sector -7 in 2000
- o High School from H.S.S.School ,Sector -7 in 1998

Personal Detail

Father's Name	:- Shushil Kumar Phillip
Date Of Birth	:- 08/03/1982
Marital Status	:- Married
Language Known	:- Hindi, English & Chhattisgarhi

DATE :-

PLACE :-

Ashish Kumar Phillip