

RESUME

PERSONAL INFORMATION

- **Name:** Durgesh Kumar Patel
- **Father's Name:** Mr. Badri Prasad Patel
- **Mother's Name:** Smt. Saraswati Bai Patel
- **Date of Birth:** 08/10/2002
- **Sex:** Male
- **Address:** Kabeerdham Chhatisgarh
- **Nationality:** Indian
- **Language:** Hindi
- **Marital Status:** Married
- **Mobile No:** 6260648627
- **E-Mail:** durgeshpatelpatel08@gmail.com

EDUCATIONAL + PROFESSIONAL QUALIFICATION

No. Exam Year Board/University Percentage/Division/Grade

1	10th	2019	CGBSE Raipur	44%
2	12th	2021	CGBSE Raipur	78.66%

WORK EXPERIENCE

- **3 year – Ultratech Cement Plant, Rawan, Raipur**

Roles & Responsibilities:

- Managed dealer and distributor network in the assigned territory.
- Achieved monthly and quarterly sales targets.
- Developed new dealers, retailers, and business opportunities.
- Maintained strong relationships with builders, contractors, and architects.
- Promoted UltraTech Cement products and increased market penetration.
- Conducted regular market visits and competitor analysis.
- Coordinated with dispatch and logistics teams for timely product delivery.
- Followed up on customer payments and ensured timely collections.
- Resolved customer complaints and provided after-sales support.
- Prepared Daily Call Reports (DCR), beat plans, and monthly MIS reports.
- Organized dealer meets, promotional activities, and product awareness programs.
- Worked closely with the Area Sales Manager to improve sales performance and customer satisfaction

DECLARATION

I do hereby declare that above statement made by me are true & correct to the best of my knowledge and belief.

Thanking you.