

# Tripuresh Trivedi

Regional Sales Manager (RSM)



**Objective :** To obtain RSM position in organization Highly motivated, results-driven **Regional Sales Manager** with expertise in identifying new business opportunities while maximizing on existing relationships to increase revenue. Capable of developing and implementing marketing and sales plans

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📍 Mumbai, India

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## WORK EXPERIENCE

### RSM

#### Hankook Tires Mumbai

03/2019 - Present

The Hankook Tire & Technology group is a South Korean tire company. Based in Seoul, Hankook Tire is the seventh largest tire company in the world.

*Achievements/Tasks*

- **Under my Sales Jurisdiction (Districts)**-Gujarat, Maharashtra, Chattisgarh, Odisha, Telangana, Goa, Karnataka, Andhra Pradesh, Tamilnadu, Kerela States.
- Developed new stake holders, models, Guided & planed. Including all traditional RSM responsibilities
- Developed 103 Stakeholders
- Planned Warehouse location for better connectivity and freight charges per city which saved additional cost to company.
- Motivating team to achieve given targets. Visits dealer location as per the need of sales.

### Sr. District Sales Manager

#### Bridgestone India Pvt Ltd

09/2018 - 03/2019

Bridgestone Tires is a Japanese tyre company Having 2 plant in India

*Achievements/Tasks*

- Coordinating with Regional Manager of the company for preparing daily, weekly & monthly reports
- Assisting with marketing department to help in increasing the Consumer Orientation & Other CSR Activities. Over all Conducting, the entire administration related activities for the branch, which relates with all the departments.
- Managing the client's orders, arranging the stocks, payment recovery, forecasting
- Giving products training to OE, new dealer, Fleet to enhance the sales & Promotional Activities done for Dealers- Tyre Check-Up Campaign, Road Safety Campaign, CSR Activities (Done in School)
- Handling Legal matter of the company
- Reactivated 6 Exclusives In Navi Mumbai Branch
- Converted 6 Competitors store in our Exclusive Shop

## EDUCATION

### MBA

#### IIMT/Pune

2006 - 2008

*Courses*

- Certification Course in Computer Technology

## SKILLS

☐ Sales/ Business Development    ☐ Marketing

☐ Brand Management & Promotion

☐ Channel Management:

☐ Client Relationship Management

☐ Team Management

☐ Able to meet deadlines along with working under pressure.

☐ Willing to travel on frequent basis.

☐ Able to handle varied task.

## LANGUAGES

English

Full Professional Proficiency

Hindi

Full Professional Proficiency

Marathi

Elementary Proficiency

## INTERESTS

Volunteer Work/Community Involvement

Football

Club Membership