# ANUBHAV SHUBHAM

Territory Sales Manager  
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## PROFILE SUMMARY

Proven Assistant Sales Manager and sales leader with 5+ years of experience in sales, marketing, and business development. Known for customer-centric approach, strong management skills, and a history of driving revenue growth through innovative strategies. Adept at team management, strategic planning, and building effective customer relationships. Demonstrated ability to exceed targets, manage cross-functional teams, and improve overall performance in fast-paced environments. Skilled in MS Office, Excel, computer operations, and data entry.

## KEY SKILLS

Customer Support & Service Management  
Team Leading & Team Building  
Complaint Handling & Resolution  
Sales, Marketing & Business Development  
Team Management & Leadership  
Strategic Planning & Execution  
Finance & Performance Optimization  
Data Entry, Typing, MS Office, Excel  
Cross-functional Collaboration  
Relationship Building & Client Management  
Revenue Growth & Market Expansion  
Customer-centric Approach & Solution Selling

## WORK EXPERIENCE

### Territory Manager

TVS Motor Company — Sep 2024 – Present  
- Managing territory-level sales targets and operations  
- Building and maintaining strong customer and partner relationships  
- Driving outlet performance and market presence

### Assistant Area Sales Manager

Mahindra Automotives — Jun 2021 – Apr 2024  
- Maintained and increased product sales within assigned area  
- Set and achieved area-specific targets and goals  
- Expanded and serviced the customer base effectively

### Sales Manager

Maruti Suzuki — Mar 2020 – Apr 2021  
- Oversaw dealership sales and outlet management  
- Directed team activities, achieving high performance and customer satisfaction

## EDUCATION

Bachelor of Computer Applications (BCA), Magadh University — 2019, Grade: 87%  
12th Grade, Bihar Board — 2016, Grade: 55–59.9%  
10th Grade, CBSE Board — 2014, Grade: 85–89.9%

## PROJECTS

New Distributorship (61 Days)  
- Opened 12+ Gramveer Channels across rural areas, establishing new networks and ensuring proper channel setup.

Opening New Outlet Channel (6 Months)  
- Identified, partnered, and trained new channel partners in management and marketing strategies to build effective distribution networks.

## LANGUAGES

English  
Hindi  
Bengali  
Punjabi