

# CURRICULUM VAITE



## HEMANT KAMBLI

3/8 Bagatwadi Socity,  
Station Rd, Diva (E),  
Mumbai

☎ 8655540955

E-Mail: [hemant.kamblI@yahoo.co.in](mailto:hemant.kamblI@yahoo.co.in)

### OBJECTIVE

- To be a part organization where the management structure recognizes and reward loyalty, honesty, hard work and ambition of a providing growth opportunities and necessary infrastructure that Could contribute to the success of the company.

### WORK EXPERIENCE



LG Electronics India Pvt. Ltd

**In Shop Demonstrator**  
**August 2014 To Till Date**

#### **Job Description:**

- Identify interested and qualified customers.
- Aware the customer about offers & scheme.
- Practice demonstrations to ensure that they will run smoothly.
- Demonstrate & explain product features & benefits.
- Register the demo installation call & insure that call has to be done.
- Keep areas neat while working, and return items to correct locations following demonstrations.
- Keep POP & POSM neat & clean & updated.
- Keep records of sales & stock.



Bose Corporation India Pvt. Ltd

**In Shop Demonstrator**  
**July 2013 To August 2014**

#### **Job Description:**

- Identify interested and qualified customers.
- Demonstrate & explain product features & benefits.
- Keep areas neat while working, and return items to correct locations following demonstrations.
- Practice demonstrations to ensure that they will run smoothly.
- Keep records of sales & stock.



JBL	In Shop Demonstrator June 2012 To July 2013
-----	--

**Job Description:**

- Identify interested and qualified customers.
- Demonstrate & explain product features & benefits.
- Keep areas neat while working, and return items to correct locations following demonstrations.
- Practice demonstrations to ensure that they will run smoothly.



ABRL MORE	CSR October 2010 To June 2012
-----------	----------------------------------

**Job Description:**

- Promote the offer at section.
- Identify interested and qualified customers.
- Help the customer in purchase.
- Cross sale & up sale to customer.
- Keep areas neat while working.
- Return items to correct locations following demonstrations.
- Keep records of sales & stock.



IJT Retail	Centre Marketing Incharge November 2007 To October 2010(B.D.E)
------------	---

**Job Description:**

- Will be responsible for the entire local marketing activity of the centre.
- Responsible for Walk-ins at the centre.
- Prepare and keep the track of enquiries generated through Direct Marketing
- Responsible for Walk-ins at the centre
- Review plans, suggestions, and changes and make the necessary adjustments.
- Needs to follow-up all enquiries generated through direct marketing in coordination with the counselling team.
- Visit colleges/schools to establish good contacts and rapport with the authority for conducting promotional activities:
  - a. Seminars in classes
  - b. Setting up counselling desks
- Doing house calls for follow up enquiries
- Distribution of leaflets & paper inserts with the help of promoters.
- Organizing Road shows and collecting database. Ensuring that this database is converted to registrations.
- Organizing & Managing promotional activities.
- Preparing DBSA report.



ICICI LOMBARD G.I.CO.LTD	Sales Officer August 2006 To November 2007
--------------------------	---

**Job Description:**

- Worked as a sales officer Mumbai Andheri branch looking for a Retail Motor Insurance.
- Creating a new customer from primary & secondary data.
- Punch all the files & personally handling all queries of customer.

## Educational Background

- Completed Retail Management Course from IIJT Retail Institute.
- Completed T.Y.BCom VB University.
- Completed H.S.C from Maharashtra Board.
- Completed S.S.C from Maharashtra Board.
- Completed MS-CIT Computer Course by 81%.

## Personal Details

Name : Hemant Kambli  
Father's Name : Gangadhar Kambli  
Date of Birth : 05th March 1985  
Gender : Male  
Marital Status : Married  
Nationality : Indian  
Language Known : ,Marathi, Hindi, English,  
Hobbies : Swimming, Reading & Pen Friendship  
Reference : Available on Demand

Place : Mumbai

Date

Hemant Kambli