

CURRICULUM VITAE

DEREK FERNANDEZ

Territory Manager

(Lower Assam, Garo Hills and East Arunachal Pradesh)



Derek Fernandez,
13th September, 1981.
Deuripara, Azara
Guwahati-781017
Assam, India

Mobile: +91-7896020258

Email : derek1981_ferdy@yahoo.com

PROFFESIONAL EXPOSURE

WISDOM CENTER Guwahati : (Product- stationary and School supplies, Books by multiple publications).
From September 2003- April 2012

- Responsible for sales and marketing for the organization.
- Responsible for identifying and approaching potential clients (schools) and converting a sale.
- Schedule and organize Sales meets with Management Bodies of different Schools.
- Is also responsible for marketing activities
- Interaction with client and relationship management with the clients.
- Maintenance of documentation.
- Involvement in Recruitment
- Imparting training to members.
- Office Co-ordination.

Last Sale Number Closed (INR) = 18,00,000.00

PEARSON LONGMAN Guwahati : (Product- Printed EDUCATIONAL Books).
From may 2012- Till Date.

- Responsible for identifying and approaching potential clients (schools) and converting a sale.
- Schedule and organize Sales meets with Management Bodies of different Schools.
- Logistics
- Interaction with client and relationship management with the clients.
- Maintenance of documentation.
- Collections
- Retention

Target Business 2012 Given 50,00,000.00 Closed 68,00,000.00
Target Business 2013 Given 1,50,00,000.00 Closed 1,25,00,000.00
Target Business 2014 Given 2,25,00,000.00

PROFESSIONAL EXPERIENCE (TOTAL EXPERIENCE: 12 YEARS)

September 2003- April 2012. WISDOM CENTER, Guwahati.
May 7 2013 - Till Date PEARSON LONGMAN.

ACADEMIC PROFILE

Bachelor of COMMERCE in Accounts (Major) from Gauhati Commerce College 2001-2003, Assam India.

Computer Proficiency:

Proficient in using MS- Office (Word/Excel/PowerPoint) and Internet surfing

EXTRA CURRICULAR ACTIVITIES

National Level Athlete

Organizing comparing, managing, cultural Fest.

Interest in reading novels/ story books/and writing.

Actively participated in different cultural activities in School, College and University level.

Coordinated the group as Department Representative in University

PERSONAL INFORMATION

Name : Mr. DEREK FERNANDEZ
Date of Birth : 13/09/1981
Address for Correspondence : Derek Fernandez, Deuripara,
Azara Guwahati-781017
Assam, India
Language Proficiency : English, Hindi, Assamese.
Citizenship : Indian

(DEREK FERNANDEZ) .