Bikash Yadav

SALES OFFICER — FMCG DISTRIBUTION

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PROFILE

Sales officer with five years in FMCG distribution across Parsa and Bara. Manages a route of 140 retail outlets, achieving 104% of target over the last four quarters. Grew a territory from 95 to 140 active outlets in two years. Handles credit collection, shelf placement and new product launches at retail level.

EXPERIENCE

Sales Officer — Shrawan 2080 – Present
FMCG distributor · Birgunj, Parsa

- Manage a route of 140 retail outlets across Parsa and Bara, visiting around 25 a day
- Achieved 104% of quarterly target across the last four quarters
- Grew active outlet count from 95 to 140 in two years by opening new retailers
- Collect credit payments averaging Rs 12 lakh a month with under 3% overdue

Sales Representative — Baishakh 2078 – Ashad 2080
Electronics retail showroom · Birgunj

- Sold home appliances at counter, averaging Rs 8 lakh a month in personal sales
- Handled EMI documentation and coordination with two finance partners
- Managed stock display and monthly physical stock count

SKILLS

- Route sales and territory management
- Target achievement and reporting
- Credit collection
- Retail relationship building
- MS Excel sales reporting

EDUCATION

Bachelor of Business Studies (BBS) — 2074 – 2078
Tribhuvan University affiliated campus · Birgunj

LANGUAGES

Nepali	Native
Bhojpuri	Native
Hindi	Professional
English	Working

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CERTIFICATIONS

Two-wheeler licence — Category A 2077
Department of Transport Management

Sales and distribution training 2081
Company training programme

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