

## **Senior-Level Positions in Sales and Marketing with a growth-oriented organization industry**

### **Snapshot**

**A diligent professional with 11 years of work experience in marketing, customer relation and business development.** Recognized for contributions to record-setting revenue figures and new account development. *Presently associated with Alfa Steel Building Solutions as Senior Business Development Officer.* Experience in formulating plans and reaching out to the unexplored market segments/ customer groups for business expansion. **Adept at implementing sales promotion plans & new concepts** to generate business for achievement of targets; coordinating the promotional activities for new releases & special products. **Expertise in identifying the network with financially strong and reliable channel partners**, resulting in deeper market penetration and improved market share.

**Skilled in establishing strong and reliable channel partners for deeper market penetration;** providing training & direction to channel partners for ensuring quality performance. **Gained experience in Interacting directly with clients** and redressing queries & issues to their optimum satisfaction and resolving crucial & long pending complaints; ensuring minimum TATs. **Successfully devised strategies to improve the commercial performance** by increasing its turnover and maximizing profitability; instituting procedure in place to control expenses. **Exceptional leadership skills** with the ability to drive and motivate performance through effective coaching skills.

### **Areas of Expertise**

Product Planning	Marketing	Customer Relations
Product/ Service Handling	Visionary Leadership	Project Development
Training and Development	Client Management	Business Operations
Market Expansion	Market Analysis	Revenue Enhancement
Receivable Management	Interpersonal relationship	Team Supervision

### **Employment Profile**

**Since 2019 at Asahi Glass Ltd as a Business Development Manager**  
**Regular meeting with A+ Architect , PMC Interior Designer , Contractor & Corporate Clients**

- Supervising and mentoring the marketing team and closing new business on spot/ in 2nd meeting.
- Developing and negotiating price, retaining the existing customer,
- Providing technical details to customer. Giving solutions for pre-engineered building to customer.
- Identifying prospective opportunities by developing new upscale customers and expanded existing customer base by providing them premium services.
- Establishing corporate goals, short term and long-term budgets and developing business plan for the achievement of these goals. Conceptualizing business plans; assessing the revenue potential in business opportunities.
- Maintaining and increasing sales of your company's products. Reaching the targets and goals set for the area.
- Contributing to the formulation and direction of the business strategy and implement projects and trials for the area.
- Supporting the management of customer service activities and staff competence so as to optimize and sustain sales performance and customer satisfaction.
- Nurturing and nourishing working relationship with Clients/Dealers/Institutions for formulating workable tie-ups with them.
- Keeping track of competitor's prospects, future and strategies and preparing counterstrategies to outbid them.
- Devising innovative planning and strategies for realizing potential business and develop medium growth plans for the company. Developing influential contacts.

**January 2017 – January 2019 at Alstrong Enterprises India Private Limited as Sr. Business Development Manager**  
**Regular meeting with A+ Architect, PMC Interior Designer, Contractor & Corporate Clients**

- Provided technical details to customer and resolving queries.
- Followed up new business opportunities and setting up meetings.
- Planned and prepared presentations.

- Communicated new product developments to prospective clients.
- Oversaw the development of marketing literature.

**January 2016 - December 2017 at Swadesh Buildtech as a Business Development Manager**  
**Regular meeting with Architect, PMC Interior Designer, Contractor & Corporate Clients**

- Supported the overall sales and marketing objectives of the organization both externally and internally.
- Took responsibility for executing promotions/ campaigns in conjunction with the Sales and Marketing Department.
- Developed promotional opportunities and ideas from conception through to delivery.

**December 2012 – December 2015 at Alfa PEB Ltd as a Sr.Business Development Officer**

- Regular Interacting with PMC PEB Architect , End client Structural Designer & PEB Contractor

**December 2008 – November 2012 at Simla Agencies as Business Development**  
**Regular meeting with Architect , Interior Designer & Interior Contractor**

### **Education**

- B.Com. from Mangalore University in 2008.
- H.S.C from Shree Gokarnanatheshwara College in 2005.
- S.S.C from S.S.P.O in 2003.

### **IT Skills**

- Operating System: Windows XP, VISTA, 7.
- Microsoft Office: Microsoft Word, Microsoft Outlook and Microsoft Excel

### **Extra-Curricular Activities**

- Won several Prizes during School and College Competition.
- Participated in National Level Dance Competition.

### **Personal Details**

**Date of Birth:** 10<sup>th</sup> June 1984

**Language Known:** Kannada, English, Hindi, Malayalam & Tulu

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**References: Available on Request**