

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: 10th June 1984

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

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References: Available on Request