

A.M. UMAPATHI

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Professional Summary:

- ✓ Total **15+** years of experience in sales, to work in a challenging environment where there is an opportunity for learning and applying my skills and thereby improve the company's prospects by achieving excellence over and above the goals defined.
- ✓ Highly motivated team player with an interest in working in high paced environment, Ability to seek and disseminate knowledge. Strong interpersonal and communication skills with a flair for people management and customer interaction.

Skills

- Meeting Sales Goals
- Negotiation Skills
- Sell to Customer Needs
- Client acquisition and retention
- ERP: Sales and Distribution module SAP & Windows, M.S. Office, FoxPro, UNIX & C
- SAP & Customer Relationship Management (CRM)
- Sales Planning
- Build Relationships
- Market Knowledge
- Time management

Work History:

- ✓ Presently working as **Assistant Manager Sales** with **NILKAMAL LIMITED, Material Handling Division Tirupati Region Andhra Pradesh & Bangalore** (July 2009 to till Date)
- ✓ Worked as a **Sr..Sales Executive** with **THE SUPREME INDUSTRIES Ltd, Material Handling Division Bangalore** (Sep 2008 to June 2009)
- ✓ worked as a **Territory Sales Manager** with **UPS & AFL Pvt Ltd, Bangalore** (Dec 2006 to Aug 2008)
- ✓ **4 Years Experience as a Sr.Sales Executive IN LAZZA ICECREAMS, GELMAFROZEN CREAMES (P) Ltd.**

Education:

- ✓ **M.B.A** (Marketing & Finance) from S.V. University Tirupati with 59.32%
- ✓ **B. Com** from S.V. University with First Division 68.3%

Job Profiles:

1. NILKAMAL LIMITED, Material Handling Division

Nilkamal Limited manufactures and sells plastic furniture and material handling products all over India and based in Mumbai. It is the world's largest manufacturer of moulded furniture and Asia's largest processor of plastic moulded products. Their product range consists mainly of custom plastic mouldings, plastic furniture, crates, Bins, Plastic pallets and containers Etc. www.nilkamal.com .

- ✓ Handling the Key accounts & All Segments (All type of Plastic Crates, Bins, Pallets, Dust Bins, Road safety, MHE, All Storage Racking system, CAMBRO, HANEL and other verticals)
- ✓ Meeting or exceeding **sales** goals
- ✓ Generating New Sales leads
- ✓ Giving **sales** presentations to a range of prospective clients
- ✓ Revenue Generation and Reducing cost to the company
- ✓ Payment collection and Reducing NOD
- ✓ Preparing weekly and monthly reports
- ✓ Executing Legal Issue
- ✓ Resolving the Customer Complaints issues and CCRF
- ✓ Visit Customer on Regular basis and Build Good Relationships
- ✓ Supporting to MMSS Team & Hanel team for New Saes leads
- ✓ Expansion of markets across breath and length
- ✓ Coordination with HO and Plant for the order Execution
- ✓ Effectively working in CRM & SAP

2. THE SUPREME INDUSTRIES Ltd , Material Handling Division

Supreme Industries limited offers wide range of plastic products with a variety of applications in Moulded Furniture, Storage & Material Handling Products, XF Films & Products, Performance Films, Industrial Moulded Products, Protective Packaging Products, Composite Plastic Products, and Plastic Piping System & Petrochemicals. www.supreme.co.in

- ✓ Handling the Key accounts & All Accounts (All Type of Crates, Bins, Pallets, Dust Bins and other verticals)
- ✓ Meeting or exceeding **sales** goals
- ✓ Generating New Sales leads
- ✓ Giving **sales** presentations to a range of prospective clients
- ✓ Revenue Generation and Reducing cost to the company
- ✓ Payment collection and Reducing NOD
- ✓ Preparing weekly and monthly reports
- ✓ Resolving the Customer Complaints issues
- ✓ Visit Customer on Regular basis and Build Good Relationships.
- ✓ Expansion of markets across breath and length

3. **AFL Pvt Ltd**

AFL Private Limited is an enterprise in India, with the main office in Mumbai. It provides logistics and Couriers solutions. AFL Private Limited was incorporated on 1947.

- ✓ Handling the Key accounts and Signing up for new clients (Domestic & International Shipments with UPS)
- ✓ Meeting **sales** goals Assigned by company
- ✓ Generating New leads and Effectively handling the Existing Clients
- ✓ Giving **sales** presentations to prospective clients
- ✓ Revenue Generation and Reducing cost to the company
- ✓ Preparing weekly and monthly reports
- ✓ Visit Customer on Regular basis and Build Good Relationships.
- ✓ Maintaining DC activities.

4. **LAZZA ICECREAMS, GELMAFROZEN CREAMES (P) Ltd**

Lazza is one of India's most popular ice cream brands and its unusual name came from an Arabic word meaning 'all good things in life'. With its headquarters based in Cochin, Kerala. Lazza has over thirty years experience and has been successfully making ice creams and frozen desserts since 1980.

- ✓ Handling the Distribution & Dealer Network through Channel sales
- ✓ Meeting **sales** goals Assigned by company
- ✓ Generating Institutional sales and Appointing New Distributers & Dealers
- ✓ Giving **sales** presentations to prospective clients
- ✓ Revenue Generation and Reducing cost to the company
- ✓ Preparing weekly and monthly reports
- ✓ Visit Distributers & Dealers on Regular basis and Build Good Relationships
- ✓ Payment collection & Resolving the Distributers & Dealers Complaints
- ✓ Sales Promotional Activities depends on the market situation on time to time

Personal Profile:

Name : **A.M. Umapathi**
Fathers Name : A. Murugesu Chetty
Date of Birth : 14-08-1975
Languages Proficient in : English, Telugu, Tamil & Kanada

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Place:

(A.M.UMAPATHI)

Date: