



AMRUTRAJ. R. ACHARYA

Add: 202/H Wing, Sai Radha Pride, Near Brahmagiri Circle, Udupi. Email: amrutrajra@hotmail.com. Cell – 77602 97996

Career Objective:

To contribute towards achievement of the organizational goal - thus grow along with the organization and feel a sense of achievement.

Strength:

Excellent verbal and communication skills, Team facilitator, Adaptable to any type of environment, Friendly by nature

Academic Qualifications:

Qualification	Institution	University
B.Com	Vijaya College, Mulky	Mangalore

Computer Competence:

Basic Computer Knowledge

Experience:

- **Overall experience: 21 years**
- **Presently Headquartered in Mangalore, Karnataka**
- **Experience in Project Sales , Building Material Products, Distributor, Dealer & Retail management & Client Servicing like Site Visit, Site Measurements etc**
- **Meeting Architects, Engineers, Interior Designers, Contractors, Builders...Etc**
- Mainly Looking after Institutional & Corporate sales and generating demands for the respective Brand by personally meeting Architects, Contractors and Structural Engineers Etc
- Participated in various Exhibitions like ACETECH, Roof India, MBSS... etc
- Appointing Distributor, Dealer & Retail in vacant areas.
- Designing schemes for distributors & Retailers for liquidation of stock & Motivating distributor's sales team.
- Payment Collections from Projects, dealers & retailers
- Personally attending customer complaints.
- Attended sales training program.

Work Experience:

KERAKOLL

1) The GreenBuilding Company

Company : KERAKOLL INDIA PVT LTD
Designation : **Sr. Territory Manager (February 2015 – Till Date)**
Department : **Sales & Marketing Dept**
Area : **Mangalore, Udupi & North Karnataka Dist**

Company Profile:

Channel Sales, Project sales, Visiting Architects, Contractors, Builders etc... This MNC Company is into manufacturing of Cement Adhesives and Epoxy grouts for Tiles and Natural Stones. They are also into waterproofing products. The company is headquartered in Mumbai and having Parent company in Italy.



2)

Company : VIJAYNATH INTERIORS AND EXTERIORS PVT LTD
Designation : **Marketing Manager (Jan 2012 – December 2014)**
Department : **Sales & Marketing Dept**
Area : **Mangalore & Udupi**

Company Profile:

The company is into Sales and service of high end roofing, cladding, Metal False Ceiling and various other building material products. They are pioneers in airport and big commercial institute roofing and façade system. The company is headquartered in Mumbai.



3)

Company : CENTURYWELLS ROOFING INDIA PVT LTD
Designation : **Sr. Business Development Officer (Aug 2007 – Nov 11)**
Department : **Sales & Marketing Dept**
Area : **Mangalore , Udupi and North Kanara Dist**

Company Profile:

The company is into Manufacturing & Trading of “GANGA” Brand Color Coated Steel Roofing Sheets & Wall Cladding Sheets. They are pioneers in Curved Sheets. The company’s parent office is Shankara Infra Ltd., Bangalore.



4)

Company : **MANIPAL PRESS LTD., MANIPAL**
Designation : **Marketing Executive (June 2006 – July 2007)**
Department : **Sales & Marketing & Planning Dept**
Area : **Bangalore , Mangalore & Udupi**

Company Profile:

The company is into printing business & is amongst the largest in Printing Technology in Asia. The company is currently known as Manipal Technologies Ltd.



5)

Company : **EMELCOLD (INDIA) PVT. LTD. (MUMBAI)**
Designation : **Sales Executive (March 2001 – June 2006)**
Department : **Sales & Marketing**
Area : **Mumbai, Goa, Gujarat, Maharastra**

Company Profile:

The company is a subsidiary of **EMELCOLD CYPRUS LTD, CYPRUS**. They are into importing & trading of water-cooler, deep-freezers, ice-cream conservators & Visi-freezers under the brand name “**EMELCOLD**”.



6)

Company : **KURLON LIMITED (BANAGALORE)**
Designation : **Business Sales Executive (Nov 1997 – Feb 2001)**
Department : **Marketing and Sales**
Area : **South Kanara, Udupi & Coorg Dist.**

Company Profile:

The company is into manufacturing & trading of “**KURLON**” Brand mattress, pillows & bed sheets. They are India’s largest selling mattresses.

Current CTC:

Rs. 7.07 Lacs + TA / DA

Expected CTC:

25% Increment on above CTC

Notice Period:

45 days

Other Interests:

I am passionate about music, dance, Cars, swimming, news and Selling.

Extra Curricular Activities:

Completed NCC "B" Certificate Exam, cultural activities, Event Organizing etc

Personal Particulars:

Nationality : Indian
Gender : Male
Marital Status : Married
Date of Birth : 24th September 1976
Driving License : Both 2 and 4 Wheeler
Languages known : English, Hindi, Marathi, Kannada and Tulu (Local Lang)

Place: Mangalore

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