

Anvin Dominic George

MBA | CERAMIC INDUSTRY | FMCG INDUSTRY | 6 YEAR EXPERIENCE

Muttathu House
Chenappady Po
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EXPERIENCE

Asian Granito India Ltd, Cochin — Area Sales Manager

JANUARY 2018 - PRESENT

- Responsible for sales and business development of Central Kerala including **Cochin, Thrissur, Kottayam, Idukki & Alappuzha**
- Identification and appointment of new dealers in new and existing areas.
- Responsible for sales target - Monthly - Quarter & Annual.
- Arrange business meeting with prospective clients.
- Primary and Secondary sales.
- Responsible for collection in time and follow up of outstanding.

Somany Ceramics Ltd, Kottayam — Sr Territory Manager

SEPTEMBER 2016 - JANUARY 2018

- This position has the responsibility for developing new market in **Kottayam & Alappuzha** districts.
- Close networking with channel partners, project consultants..
- Meeting architects, clients and builders to showcase our products.
- Sampling of new products to the dealers.
- Execute Monthly - Quarterly schemes.

Thai Group, Kottayam — Branch Manager

SEPTEMBER 2013 - SEPTEMBER 2016

- Sales target achievement by Branch & Sales Associates.
- Daily meeting of sales review and planning.
- Ensure that collection for Cash/Credit sales are received by EOD/End of Credit Period
- Plan & execute promotional activities in coordination with ZM & Marketing Team.
- Ensure and maintain proper stock at branch warehouse.
- Maintaining & controlling the expenses of the branch.
- Plan & schedule route visits.

SKILLS

Strategy development
Project management
Problem solving
Negotiation
Sales planning
Motivation

TECHNICAL

MS Office
MCSE
SFA

LANGUAGES

English, Malayalam, Tamil

EDUCATION

SJCET , Pala — MBA

Specialized in Marketing & Systems, Mahatma Gandhi University (2013)

Marks Scored : 66%

MAC, Ramapuram — BCA

Mahatma Gandhi University (2010)

Marks Scored :67%

AKJMHSS, Kanjirapally - PLUS TWO

Marks Scored : 68%

AKJMHSS, Kanjirapally - SSLC

Marks Scored : 68%

REFERENCES

- Simmy Antony - DGM - Asian Granito India Ltd
+91 9946099774
- Mukundan Malamal - Kerala Head - Somany Ceramics Ltd
+91 8943347816
- Abhilash - Zonal Head - Thai Group
+91 9961241268

DECLARATION

I hereby declare that the information provided above is true to the best of my knowledge and belief.

Anvin Dominic George

January 08, 2020