

BRIEF: 11 Years of Sales Experience In Paint Industry.

❖ **WORK EXPERIENCE**

(RECENT)

A - One Steel & Alloys Pvt. Ltd., Bangalore (A - ONE GOLD)

- Direct sales enquiry and order generation from all builders for TMT Steel.
- Retail dealers approached for TMT Steel orders.
- Developed and obtained bulk project orders from builders for TMT Steel.
- Ensured timely payment collections from all Builders.
- Maintained on time plant dispatches to Builders sites for TMT Steel orders.
- Company brand made aware to project consultants through visits and catalogue distribution.
- Done continuous prospecting work for new customers for TMT Steel.

❖ **COMPANIES WORKED**

- A - One Steel & Alloys Pvt. Ltd., Bangalore.
- Bharathi Cement Corporation Pvt. Ltd. (Vicat), Bangalore.
- H & R Johnson India - A Div. of Prism Cements Ltd., Bangalore.
- ACC Ltd. (Holcim), Bangalore.
- ESDEE Paints Limited, Bangalore.
- Kajaria Ceramics Limited, Pune.
- Asian Paints (India) Limited, Hyderabad, Mumbai.

❖ **JOB PROFILE**

- Trade and Project sales experience.
- Daily sales and collections, monitoring and co-ordination.
- Depot stocks - bookings and deliveries to local customers.
- Plant dispatches made to parties against DP orders.
- Upcountry visits made to procure new enquiries and orders.
- Product sampling, testing and trials carried out at sites.
- Monthly & quarterly sales target achievement vs quota.

❖ **INDUSTRIAL SALES**

(PAINTS)

- Industrial grade paints (Protective Coatings) sold to heavy Industries in A.P. State in Asian Paints.
- Depot based sales of Industrial grade paints done to local Industries and select authorised dealers at Hyderabad in Asian Paints.
- Plant dispatches and supplies made to sites for DP orders in Asian Paints.

- Many trials for Specification based Primers & Enamels done with manufacturing units at Hyderabad in Asian Paints.
- Continuous visits made to heavy industry segment such as thermal, steel, cement, petroleum, paper, pharmaceuticals, defence, railways, public sector units and others for paint requirements in Asian Paints.

❖ **SKILLS**

- Project Sales - TMT Steel (Builder Segment)
- Dealer Sales - Cement (Retailers, Wholesalers and Distributors.)
- Industrial Sales - Protective Coatings (Industrial Manufacturers & Heavy Industries.)

❖ **SALES ACHIEVEMENTS
(PAINTS)**

- Appointed New Dealers for retail pack sales of Industrial grade paints at Hyderabad in Asian Paints.
- Appointed an Authorised Distributor for Powder Coatings sales at Hyderabad in Asian Paints.
- Bagged ARC orders from State Transport Department in A.P. State for Asian Paints.

❖ **PERSONAL**

ADDRESS	: Horamavu, Bangalore - 560 043
QUALIFICATIONS	: B.Sc., PGDMM (Marketing)
LANGUAGES KNOWN	: English, Hindi, Kannada, Telugu and Tamil.
DOB	: 1969
WORK EXPERIENCE (TOTAL)	: 27 Years
SALARY	: Negotiable
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