



**KRISHNAMRAJU JANJIRALA**

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**A Rich professional Experience in Retail and channel sales with strong managerial skills in Team management and Business Development with different Segments and different companies with fast learning capability and handling any challenge situations and ready more responsibilities and new challenges. I am expert in B2B/Retail/Direct/Distribution**

**10+ Years of Commendable Success in Sales Business Development and Channel Management**

- \* Repeatedly produced betterment in Sales business development and revenue growth.
- \* Handling Team Identifying and measuring market size and developing sales through service.
- \* proficient in preparing in business plans ,competitors profile & Monitoring operations at regular periods with focus on profitability, demonstrated in handling in many markets
- \* Increasing the market share, product positioning and result oriented achiever with excellent record identifying opportunities for business growth.
- \* Formulating long & short term strategic plans for increasing sales growth across region.
- \* Networking with finically strong and reliable channel partners for penetration and Distribution reach
- \* Implementing the sales promotional activities as a part brand building.
- \* Recruiting and mentoring sales training programs for the marketing team to ensure optimum performance and for delivering quality service in the market.

**Responsibilities and Key Initiatives:**

- \* Increasing member base with sales and service by town & village wise
- \* Coordinating Team towards business development and target in all KPI
- \* Meetings and appointments for sales with Retailers and channel partners
- \* Focusing and increasing the business development in all categories and segment wise
- \* Grooming team to face industry challenges and give scheme knowledge and about the market conditions
- \* Conducting competitions day wise/weekly/monthly and quarterly to keepactive and alert
- \* Solving market issues and problems of team and distribution
- \* Follow up every day in all KPI for achieving the target.

**Organizational Current Experience**

**Assistant Sales Manager at Wal-Mart India Private Limited:**

- \* Responsible for all business development and service coverage in the territory
- \* Handling 13 BDA Team in Reseller segment and get business from member and beat wise
- \* Implementing promotional and special activities like SIC and Members Meet to keep active and in reach of the members
- \* Taking care of business from categories like FMCG/Food/Nonfood/Electronics/Electricals and General
- \* Taking Special drive for building own brands by appointing Distributors town wise
- \* checkin and checkout of team performance and progress daily/weekly/monthly for achieving Target

**Organizational Previous Experience**

**Territory Business Manager at Novopay Solutions Private Limited:**

- \* Responsible for all the Channelsalesbusiness development and service operations in the territory.
- \* Established business from 0 to 6 cores with online banking services
- \* Leading the 6 distributors and 12 directly billing Revenue distributors and 2 ISR directly report
- \* Expanding the distribution Reach for better service to the Retailers and for business growth
- \* Scheme Communications to the distributors/retailers/DSR/ISR.
- \* Responsibility for building the distribution coverage and Implementing the promotional activities in towns and villages and connecting the service coverage town and village wise
- \* Conducting the Retail meet and for building relationship to keep active and alert

**Experience Work :**

- \* Worked as a Post paid Sales Executive in Idea Cellular Limited from 02-08-2006 To 28-10-2009 at karimnagar
- \* Worked as a Pilot Sales Representative in Vodafone Essar Limited from 24-11-2009 To 30-01-2012 at Warangal.
- \* Worked as a Territory Sales Manager in Reliance Communications from 31-01-2012 To 10-06-2015 at Nizamabad.
- \* Worked as a Area Sales Executive in SunDth TV private Limited from 17-07-2015 To 17-09-2016 at Medak
- \* Worked as a Territory Business Manager in Novopay Solutions Pprivate Limited from 18-10-2016 to 18-10-2017 at Medak
- \* Worked as a Assistant Sales Manager in Walmart India Private Limited from 07-05-2018 To 30-08-2019 at karimnagar

**Awards and Laurels:**

- \* Best Sales Executive award received Refrigerator whirlpool in 2007-08 Idea cellular Ltd.
- \* Best Star performer award taken for 2012-13( AP Circle) in Reliance Communications.
- \* Best South Functional Star award taken for 2013-14 (South Region) in Reliance Communications
- \* Best Area Sales Executive for Highest Sales for Q4 2015 in SunDth Tv private Limited
- \* Best ASM in south for Appointing Private Distributors for own brands in food/unfood/General

**Personal skills:**

- \* Self motivation
- \* Participation
- \* Observation
- \* Activeness
- \* Decision making
- \* Discipline'

**Academic Details :**

- \* Bcom General : 2011
- \* Intermediate : 2002
- \* DCA : 2004

**Personal Details & Address :**

- \* Date of Birth & Place : 15-08-1983 & Karimnagar
- \* Address : 9-5-171, Shivanagar, Ramnagar, karimnagar, India .505001

If given a chance, I assure you my sincere hard work and efficiency

**Krishnamraju janjirala**



