

The Curriculum Vitae

Harish T. Hulikeri

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Present Address

Harish Hulikeri ,
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Akshay Park,Gokul Road
Hubli-580030 Karnataka State

Perment Address

Harish Hulikeri s/oThippesh
Hulikeri, At post-Tadakanahalli
Tq-Hirekerur Dist-Haveri7
Karnataka State

Career objective

A highly motivated and result driven professional utilizing enthusiasm, perseverance and strong desire to make a positive difference to the organization; ability to adapt well and perform in new environment, seeking a challenging position.

Educational Qualification and Certifications

MBA (MARKETING) – VTU,
In BIET MBA Programme, Davangere.

BBA (Finance) – Karnataka University,
KLE'S CBA, Hubli

Work Experience

Experience: The india Cements Ltd
Cement Division Hubli, Davanagere, Haveri, Gadag & Uttara Kannada
Area sales Manager- Sales & Marketing (Channel) (Oct-2015-Till Now)

Responsibilities

- Sales team training and management .
- Manage relationship with existing customers
- Contribute team effort by accomplishing related as needed
- Appointing new dealers along with distributors.
- Keep on minting sales targets and outstanding.
- Profile is a mix of selling, planning, administration, control, and monitoring.
- Planning the monthly targets with the distributor to enhance the efficiency of the team.
- Ensuring smoother primary and secondary sales in the assigned territory.
- Providing market information about our products and the competitor products to the higher management (problems related to the supply, quality, etc.) keeping an eye on competitor activities (Price cuts, products innovations, promotional schemes etc.)
- Ensuring regular and high quality service to the market

Work Experience

Experience: Dalmia Cement Bharat Ltd (Indian Based)
Cement Division Uttar Kannada,
Sales Officer (Channel) (May-2013-Oct-2015)

Responsibilities

- Responsible for primary & secondary sales.
- Selling our products through on channel partner
- Appointing dealers and sub dealers.
- Responsible for Keep on follow up competitor activities.
- Responsible for sales via Secondary targets.
- Profile is a mix of selling, planning, administration, control, and monitoring.
- Directly in touch with the market, and thus has the first hand information about sales, and competition.

Experience: Sahyadri Industries Best in Cements sheets (Indian Based)

Swastik Cement sheets and corrugated sheets products Division Bangalore,

Sales Executive (Channel) (August 2010-April 2013)

JOB PROFILE:

- Regular Visits with the clients.
- Communicating about the products.
- Educating about the Cement sheets and corrugated sheets to the clients
- Communicating the market details with the head of the branch.
- Giving suitable ideas to the company to increase the sales.
- Conveying the requirements of the customers to the company.
- Middle man work in between company and Dealer

Strengths:

- Ability to work as an individual as well as in the team.
- Keen and empathetic listening skills.
- Learn new things quickly.
- Optimist and Confident.
- Smart working.

Hobbies and Interests:

Listening to Music, Reading Books & Sports.

Personal details:

- **Name** : HARISH T. HULIKERI
- **Father's name** : THIPPESHAPPA HULIKERI
- **Mother's name** : KUSUMA
- **Date of Birth** : 13/12/1986
- **Marital Status** : Single
- **Gender** : Male
- **Languages known** : Kannada, English, Telugu.
- **Other Skills** : Possess Good Interpersonal skill
Possess Good Communication Skill

Declaration:

I assure that the information furnished above is true and correct to the best of my knowledge.

Date :

Place : Hubli.

(HARISH T. HULIKERI)