

# The Curriculum Vitae

## Harish T. Hulikeri

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## Present Address

Harish Hulikeri ,  
MIG-13, 13/201  
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

- Bring new partners on board and maintain relationships with existing partner.
- 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.
- Establishing, maintaining and expanding your customer base.
- Monitoring our team's performance and motivating them to reach targets.

## 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)**