

CURRICULAM VITAE

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CAREER CONTOUR

Experience Summary:

15+ years of experience in selling protective coatings.
Knowledge in product specifications, Vendor approvals and Technical service.
Ability to lead the team and take timely decisions.

Personal Qualities:

- Enthusiastic and committed to maintain quality & efficient work.
- Good in interpersonal communication.
- Work effectively independently also as a team player.
- Enjoy new challenges and willing to take on extra responsibilities to get work done.
- Able to work under pressure and meet requirements.

1] Stanvac Chemicals India Ltd: Stanvac- Superon Group established in 1994 is one of India's largest manufacturer & exporter of industrial repair and maintenance solutions.

Designation: - Area Sales Manager
Territory: Vishakhapatnam, Andhra Pradesh
Period: January 2019 to till date.
Location: - Vishakhapatnam

Job Profile:

- In charge of Sales activities in Andhra Pradesh.
- Reporting to Senior Regional Sales Manager.
- Promoting Protective&Concrete floor & water proofing in the region.
- Execution of painting contracts on turnkey basis.
- New product launching.
- Providing Technical services.
- Strengthening dealer /distributors and paint applicators network

2] Asian paints PPG Pvt Ltd is leading player in the field of Protective Coatings, Powder Coatings, Floor Coatings and Road Marking Coatings.
The company is 50:50 joint venture between **Asian Paints Ltd.** and **PPG Industries, USA.**

Designation: - Sr. Executive – segment sales
Territory: Vishakhapatnam, Andhra Pradesh
Period: September 2018 to December 2018.
Location: - Vishakhapatnam

Job Profile:

- In charge of Sales activities in Andhra Pradesh.
- Reporting to Zonal Sales Manager.
- Promoting Protective coatings in the region.
- Execution of painting contracts on turnkey basis.
- Close contact with the painting contractor.
- Providing Technical services.
- Tender participation.

3] Company: -Shalimar Paints With a heritage of 115 years, Shalimar Paints is India's iconic paint-maker. Established in 1902, the country's oldest paint company is a pioneer in the field of paints and coatings.

Designation: - Area Sales Manager- Protective coatings
Territory: Vishakhapatnam, Andhra Pradesh
Period: February 2014 August 2018.
Location: - Vishakhapatnam

Job Profile:

- In charge of Sales activities in Andhra Pradesh.
- Reporting to Zonal Sales Manager
- Prospecting, generating enquiry, win new accounts
- Expanding in new territories
- Relationship management with key decision makers of the Key customers.
- Key account management
- Debtors' management
- Extensive travelling to project sites, new locations.
- Quick closure of new accounts
- Contract negotiations and management
- Ability to handle customer complaints.

4] Company: -STP Limited STP Limited, a member of Turner Morrison Group, formerly known as Shalimar Tar Products Limited, has been serving India, primarily in waterproofing and protective coatings. STP has been the leader in the Indian waterproofing / damp-proofing market.

Designation: - Assistant Manager-sales”
Territory: Vishakhapatnam, Andhra Pradesh
Period: April 2012 to February 2014
Location: - Vishakhapatnam

Job Profile:

Incharge of sales activities in Andhra Pradesh.
Handling Water Proofing & Insulation, Road Surfacing Protective & anti Corrosive coatings.
Marketing Epoxy Flooring Sealants & Adhesives.
Monitoring Turnkey projects.
Preparation of Daily Site Reports, Material Request forms.
Registration of Technical Complaints and Rectification.

5] Company: -Clean Coats pvt Ltd are an ISO 9001:2008, 14001:2004 leading manufacturer and exporter of high performance specialty coatings.

Designation: - “Sr .Technical Executive Sales protective coatings”
Territory: Vishakapatnam, Andhra Pradesh
Period: October 2009 to November 2011.
Location: - Vishakapatnam

Job Profile:

To monitor sales activities in Andhra Pradesh.
Execution of Turnkey projects.
Preparation of Daily Site Reports, Material Request forms.
Attending Technical Complaints and Rectification.

6] Company: - CDC Carboline (India) Private Limited is a joint-venture licensee of Carboline International, USA. Established in 1986, with wide range of products include Fire Resistance Coatings, Pipelines Coatings and protective Coatings.

Designation: - “Technical Executive Sales -Protective coatings”
Territory: Vishakapatnam, Andhra Pradesh
Period: March 2004 to October 2009.
Location: - Vishakapatnam

Job Profile:

Protective coatings sales in Andhra Pradesh.
Technical services & Monitoring Turnkey projects in Refinery segment.
Preparation of Daily Site Reports, Material Request forms.
Registration of Technical Complaints and Rectification.

FUNCTIONAL SKILL& EXPERTISE AREA:

Sales:

- Monitor Competition activities, identifying weakness, create and seize replacement opportunities. Information and knowledge of competition product proves advantageous.

- Critical analysis of the business achieved in terms of price realization, contribution, conversions and replacements of competition products, collection analysis.
- Key account management.
- Good professional contacts at various segments like: Shipyards, Port, Petrochemical, Oil, Steel, Cement, Power Plant, Chemical & Pharmaceuticals etc.

ACADEMIA

2008 Master of Business Administration (Marketing) from Andhra University

IT FORTE

Conversant with computer skills including MS Office and SAP

PERSONAL DOSSIER

Date of Birth: 28-11-1982

Marital Status: Married

Declared that the above statements are true to the best of my knowledge and belief.

Place: Visakhapatnam

Date:

(K.VAMSI CHAKRAVARTHI)