

Business Development Manager

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Summary:

Serial entrepreneur with over 1& Half decades of professional experiences that include MNCs as well as Indian companies. Providing Strategic, & Operational Excellence in corporate governess. An expert in launching New Companies & Products in All the places in AP.

Top Skills: Competitive Analysis, Business Development sales & Organizational Establishment.

Experience:

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

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

Designation: - Area Sales Manager

Period: September 2019 to till date.

Location: - Vishakhapatnam

Job Profile:

- In charge of Sales activities in Andhra Pradesh.
- Reporting to Senior Zonal 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] 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

Period: February 2014 August 2019.

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.

3] 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"

Period: April 2012 to February 2014

Location: - Vishakhapatnam Job Profile:

In charge 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.

4] 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"

Period: October 2009 to November 2011.

Location: - Vishakhapatnam

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.

5] 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"

Period: March 2004 to October 2009.

Location: - Vishakhapatnam

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.

Education: BA,MBA (From AU)