



Curriculum Vitae

JULURU MALLESH

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CAREER OBJECTIVE:

To Seek Challenging and Creative Job in a Reputed Organization Where I Can Exercise My Engineering, Technological and Interpersonal Skills and Improve My Skills by Learning New Techniques and Grow with the Organization.

EDUCATIONAL QUALIFICATION:

Course	Board of University	Years of Pass	Percentage
B.Tech (ECE)	Jagruti Institute Of Engineering Technology, Hyderabad	2014	67%
Intermediate (MPC)	Ujwala Jr College, Suryapet	2010	81%
SSC	Zilla Pharishath High School, Tatikole	2008	59%

STRENGTHNESS:

- Team player with good coordination.
- Self-confidence.
- Hard working committed.
- Good communication and presentation skills.
- On Time Completing Work.
- Making Sure Sales Targets are Hit.
- Interest and Passion for Retail.
- Serving Customers and Displaying Products.

COMPUTER SKILLS:

- ❖ MS-Office.

WORK EXPERIENCE:

- ❖ Working as Sales Officer in **Super Max Personal Care Pvt Ltd**, LBNagar, Hyderabad for (August 2021 to Still Working...).
- **ROLES AND RESPONSIBILITIES:**
 - * Handling **Four** distributors.
 - * Here I have a 11 members team.
 - * Communicating schemes and achieving distributor sales targets through regular visits
 - * Collecting secondary orders from retails and wholesales.
 - * Adding new retail and wholesale in market.
 - * Covering A-Class, B-Class, C-Class outlets.
 - * Achieve the secondary and primary targets.
 - * **Handle Areas:** LB Nagar, Hayath Nagar, BN ReddyNagar, Balapur, Champapet, Saidabad, Malakpet, Dilsukhnagar, Amberpet, Ramanthapur, Uppal.
- ❖ Worked as Business Development Officer in **MS Agarwal Foundries Pvt Ltd.**, Hyderabad (May 2017 to August 2021).
- **ROLES AND RESPONSIBILITIES:**
 - * We had Two brands **MS Life 600+ TMT** and **AF Star 550 TMT**.
 - * Handling **Five** Dealers and appointing new dealer.
 - * I worked to dealers achieving their overall sales target through regular visits and timely material service.
 - * Informing schemes to dealers, searching new dealers and open new dealer counters to expanding business.
 - * Collecting orders from dealers and consumers
 - * Adding New Customers and Increases Market Size
 - * Explain About the Products.
 - * We Maintain the Good Relationship with Dealers, Masons and Engineers.
 - * We organize the promotional activities, dealer meets and mason meets for aware of products.
 - * **Handle Areas:** LB Nagar, Dilsukhnagar, Malakpet, Santhosh Nagar, Balapur, Adibatla, Turkayamjal, Hayathnagr, BN Reddy Nagar, Ibrahimpatnam, Kadthal, Amangal.

❖ Worked as Internal Sales Representative in **Pidilite Industries Ltd.**,

LB Nagar, Hyderabad (Feb 2016 to May 2017).

➤ **ROLES AND RESPONSIBILITIES:**

- * Collecting orders from dealers and contractors.
- * I clearly explain to the about schemes to dealers.
- * I clearly tell carpenter benefits through taking membership in our company and they took more gifts from company.
- * Adding new contractors, carpenters and increases market size.
- * New product launch in market and increase the sale.
- * Planning extra benefits and slab to retails.
- * promotional activities in market.
- * Handling products replacement product-to-product.
- * Good relationship with dealers and contractors.
- * **Handle Areas:** Dilsukhnagar, Karmanghat, Balapur, Vanastalipuram, LBNagar, Nagole, Uppal.

PERSONAL INFORMATION:

Full Name : JULURU MALLESH
Father's Name : JULURU ANJIAH
Mother's Name : JULURU JAYAMMA
Spouse Name : JULURU RADHA
Date of Birth : 08-08-1992
Gender : Male
Marital Status : Married
Religion : Hindu
Nationality : Indian
Language Known : Telugu, English, Hindi
& Kannada.
Address : BN Reddy Nagar
Hyderabad

DECLARATION:

I hereby declare that the information given above is true to the best of my knowledge and belief.

Place: HYDERABAD

(JULURU MALLESH)