



PRASHANT MADHUKAR KARODPATI

www.linkedin.com/in/pkarodpati@yahoo.co.in

+971521421179, +918275062956

pkarodpati@gmail.com

Key Skills

Technical Service of DTS

Handled large portfolio of DTS customers

DTS branding

Customer Support

Channel / Distribution Management

Key Account Management

Team Building & Leadership

Acknowledged with:

- Best Service Engineer Award in 2006
- Best Overall Performance in Retail Sales in 2011

Soft Skills

	Team player
	Communicator
	Innovator
	Thinker

Profile Summary

- A competent professional with **over all 18yrs experience in Sales/Business Development in Paint/Cement Industries (India and Oman)**.
- **Expert Planner & Business Strategist:** Pioneered & implemented measurable marketing strategies that drove hard revenue goals and increased awareness at the global levels.
- Developed a **creative vision and marketing platform** across the domestic & international markets through market / competitor analysis, strategic planning and creating effective brand architecture.
- Collaborated with **sales, marketing and other key stakeholders** to understand customer insights and executed customer centric market/ sell plans and programs, which increased the sales and margin growth
- Keen **customer centric approach** with skills in addressing client priorities & resolving escalation within TAT, thereby attaining high business & compliance score
- Effective leadership with excellent motivational skills to sustain growth momentum while motivating peak individual performances.

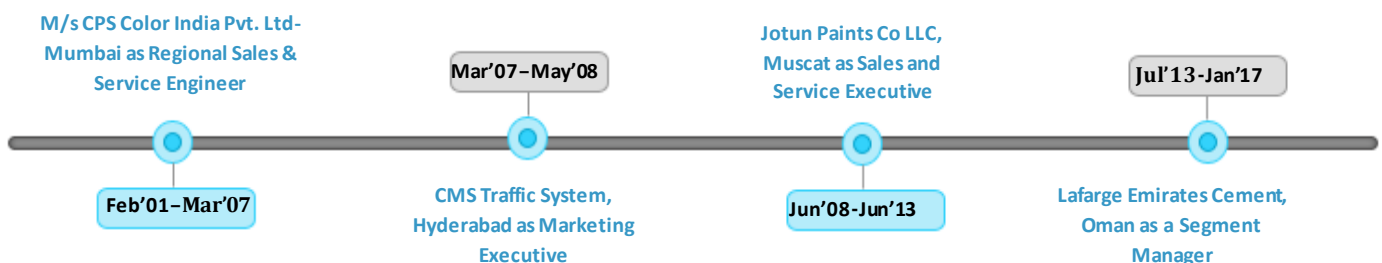
Education

- Pursuing PGDM (Distance Course) from Symbiosis, Pune
- Diploma in Electronics & Telecommunication from Board of Technical Education Mumbai, in 2001

Certification

- Supply Chain Management Program in 2016

Career Timeline





Work Experience



Xiphias Immigration DMCC, Dubai as Sales Manager (Oct`17-Present)

Key Result Areas:

- Sales of Immigration Products, sales of Real Estate projects to HNI clients to get the Permanent Residency in countries like Canada,US,UK and Europe.



Ritver Paints and Coatings, Oman as a Sales Manager Construction Chemicals and Industrial Coatings (Feb`17-Jul`17)

Key Result Areas:

- Identifying the expectations of the prospective clients, by obtaining relevant in-depth information on future projects.
- Prepare **MAS** documents to get products approval from **Government Department, Consultants and Contractors.**
- Handling sales of **Construction Chemicals, Admixtures and Industrial Coating** for contractor and steel fabricator industries
- Identifying potential BMS for retail sales of **Construction chemical, Concrete Repair and Water Proofing** material
-



Lafarge Emirates Cement, Oman as a Segment Manager Retail and Project Sales(Jul`13-Jan`17)

Key Result Areas:

- Identifying the expectations of the prospective clients, by obtaining relevant in-depth information on future projects, bids / Request for Quotation (RFQ's) and designed commercial proposals specific to each client.
- Mapping the **RMCs, Block Factories & Dry mix companies** to promote Bag and Bulk Cement
- Directing the conceptualization & implementation of competitive strategies for generating sales, developing as well as expanding market share towards the achievement of revenue & profitability targets.
- Driving growth through robust plans to ensure revenue growth across the product portfolio.
- Steering business operations for the profit centre with a view to realize pre-planned sales and revenue targets; formulating profit centre budget for operational/ business development activities.
- Formulating, developing and implementing yearly business strategies to ensure attainment of revenue goals and profitable sell-through.



Jotun Paints Co. LLC, Muscat as Sales and Service Executive (Jun`08-Jun`13)

Key Result Areas:

- Major involvement in liaising with Jotun dealers for Service Complaint of DTS Machines till the call is closed.
- Conducting Preventive Maintenance of DTS for Smooth operations.
- Timely Calibration of the machine to avoid shade variation complaints.
- Conducting Training for Dealer's DTS operators to provide basic machine operation training.
- Handling Shade variation complaints and provide the corrective action.
- Conducted detailed market study to analyze the latest market trends and tracked competitor activities.
- Identified & networked with financially strong / reliable dealers which resulted in deeper market penetration and improved Tinting market share in Dhofar Region.

CMS Traffic System, Hyderabad as Marketing Executive(Mar`07-May`08)

M/s CPS Color India Pvt. Ltd., Mumbai as Regional Sales & Service Engineer(Feb`01-Mar`07)

Handled More than 500 DTS machines in Eastern Region in India

IT Skills

Operating System: MS-DOS, Windows 98, Windows 2000

Software Packages: MS Office

Network: LAN

Valid UAE Driving License

License no: 3801310