

RESUME



PRAKASH BABU G.N.

No. 19, Oballappa Street, Chikkamavalli,
Bangalore-560004.

Mobile: 9448787677, 6361208187

prakashmanjula66@yahoo.com

OBJECTIVE:

To grow with new marketing technique & work in a challenging and dynamic environment add to value to the company.

WORK EXPERIENCE:

Deputy Area Manager
Institutional Sales Entire Karnataka State
2021 to till date:

Dorset Industries Pvt.Ltd
#3217, Central Avenue 2nd Main Road,
Unishire victory Palace, Guttahalli,
Bangalore-560 003.

Manufacturing Doorlocks like Mortice lock, Rim lock, Cylinder lock, Tower Bolt, Handles, Hinges, wall mounted door buffers, Magnetic Catcher wall mounted and digital locks.

JOB RESPONSIBILITIES:-

- Independent in charge for Karnataka State.
- Handling builders like meeting M.D. & C.E.O. on appointment also purchase managers, and visiting sites, sending samples to Mock-UP Flats giving quotation also follow-ups.
- Visiting and servicing OEM segment like manufacturing modular kitchens.
- Handling builders, contractors and architects segment.
- Procuring purchase order-supply-billing-collection.
- Market study and feedback. Reporting, planning of market visit.
- Handling sales team.

Jyothi India Metal Ind Pvt. Ltd.,
210, Kaliandas Udyog Bhavan
Worli, Mumbai 400025.

EXPERIENCE :

Manager Sales, Karnataka
2012- September 2021.

India's number one stainless steel sinks by brand name NIRALI Kitchen sinks (Building materials) of Mumbai.

JOB RESPONSIBILITIES:

- Independent in charge for Karnataka State.
- Appointing C& F Agents. Distributors and dealers.
- Handling builders like meeting M.D. & C.E.O. on appointment also purchase managers, and visiting sites, sending samples to Mock-UP Flats giving quotation also follow-ups.
- Visiting and servicing OEM segment like manufacturing modular kitchens.
- Handling builders, contractors and architects segment.
- Procuring purchase order-supply-billing-collection.
- Market study and feedback. Reporting, planning of market visit.
- Handling sales team.

ACHIEVEMENTS:

- ✓ Targets were met year to year to the company expectations.
- ✓ Received incentive every year.
- ✓ Ranked 2nd in all India sales position.

PREVIOUS EXPERIENCE:

Prince Multiplast Pvt ltd.,
Amar House Plot No. 103 Andheri East
Road No. 12, MIDC
Mumbai-400093.

Worked as Sales Supervisor - 1995 to 2011
Covering Industrial area entire Karnataka State.
Manufactures of Plastic Crates & Blow moulded containers.

JOB RESPONSIBILITY:

- Institutional sales, Karnataka region.
- Handling tenders in government departments like horticulture and sericulture department.
- Covering industries like fisheries, breweries, cold storage.
- Pharmaceuticals automobile industries etc.,

PERSONAL INFORMATION:

Qualification : B.Com

Other areas : Organization trips and events

Father's Name : G. Narasimmappa

Marital Status : Married

Languages known to speak : English, Hindi, Kannada, Tamil & Telugu

Place: Bangalore

Date:

yours faithfully

(PRAKASH BABU G.N.)