



RAMESH KR MANDAL

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Career Objective

- **Seeking a challenging career in the field of marketing that encourages learning, creativity and provides exposure to new ideas and stimulates personal and professional growth. Willing to work as a key player in challenging and creative environment and try level best to contribute a great deal of work to an organization for its better identification.**

Work experience

- Overall 18+ years' work experience with Asbestos roofing sheets (Marketing department) and other fields. and presently working in TMT Steel .

Present Status

- **From 16th December' 23 to Till Date** Presently working as Territory Sales Manages in Bihar in Birla TMT Steel.

Job Responsibilities

- Achieve growth and hit sales targets and managing the sales team.
- Design and implement a strategic business plan, customer base and ensure its strong presence.
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.

- Sales forecast monitoring of Bihar region monthly/Quarterly and Yearly.
- Control of Bihar region outstanding by continuous follow of with Customer and Sales Team and clear the OS in time.
- Quality feedback Co-ordination with Plants/depots and Sales officer

Past Status

- **From 02nd July' 2007 to 11th December' 23** working as Deputy Manager in HIL Limited in Roofing Division-East of CK BirlaGroup.

Job Responsibilities

- Handling Digital sales Eastern region. (Bihar, Jharkhand, Odisha and West Bengal)
2021-22 volume generated 4208 MT Value 06.39 Crores.
2022-23 volume generated 7822 MT Value 12.10 Crores
i.e. 86% growth from last year.
(I have also awarded from MD Sir & VP-Sales for championing Digital sales)
- Day to Day Sale co-ordination with State head/Sales Officer and report to Zonal Head
- Dealer & Sub-dealer appointing.
- Sales forecast monitoring of Eastern region
- Quality feedback Co-ordination with depots and Sales officer
- Movement /checkup of reclamation breakages and advised for reclamation
- All types of MIS report preparation required by the Senior Management as well as HO in time.
- Developed the Market of Bihar on continuous visit as well as over phone day to day basic Like Darbhanga, Madhubani, Bhagalpur, Lakhisarai, Munger, Jamui, Banka, Purnia Katihar, Sitamadhi, Supaul, Gaya, Aurangabad, Jehanabad etc to increased aforesaid Market Share.
- Control of Eastern region outstanding by continuous follow of with Customer and Sales officer and clear the OS in time.

Professional Experience

- Worked as Product Specialist Wires & Cable Fabricators January; 2006 to May' 2007.

Educational Qualification

- MBA (Marketing & HR) from Swami Vivekananda Subharti University.
- Commerce Graduate from Calcutta University
- ICA (Industrial Account)

Skills

- MS Office, SAP SD Moudle.
- Leadership Skill / Interpersonal skills

Interest and Hobbies

- Reading Books / Photography

Languages Knowns

- Hindi, English, Bengali, Bhojpuri and Maithali

Personal Details

Date of Birth: 10th June 1979

Father's Name: Sri K. Mandal

Marital Status: Married

Date :-

Place :-

(Ramesh Kr Mandal)