

P . V A L L I

Synopsis

A result-oriented self-starter with Over 4+ years of experience in Sales, Business Development and Customer Relationship Management. Recipient of achieving numerous appreciations & awards for MIS, SAP, increasing sales, outstanding performance and achieving pre-defined targets. Excellent communicator with proven abilities of team management, client servicing and possess interpersonal, analytical and organizational skills.

Educational Credentials

- MBA (MARKETING) Madras University.
- BSE (COMPUTER SCIENCE) Madras University.

Strength

- Excellent Leadership, Facilitation and Teamwork
- Aggressive and Quick in learning
- Excellent Communication and Presentation skills
- Optimistic
- Honesty and Patience

Skill Sets

Sales & Marketing	Business Development	Innovations
Import & Export	Forecast	Costing & Planning
Channel Management	Team Management	Customer Satisfaction
Distribution Management	SAP & Billing & CN	MIS
Competition Analysis	Product Promotions	Coordination & Interface

AREAS OF EXPERTISE:

Sales & Bussiness Development

- Conceptualizing marketing strategies for building consumer preference.
- Framing & implementing budgets and objectives and ensuring adherence to them.
- Organizing launch activities and training sales team for effective marketing and ensuring quality deliverables in the market.

Customer Relationship Management

- Identifying & networking with prospective clients, generating business from the existing accounts and achieving profitability and increased sales growth.

- Building and maintaining healthy business relations with major clients, ensuring customer satisfaction by achieving delivery & service quality norms.

People Management As a TEAM LEADER

- Handling recruitment, training and development of Direct Sales Team.
- Monitoring competency grids and identifying training needs for skill up gradation of employees
- Motivating sales team for achieving the set targets.
- Invoicing Direct Sales Team Payouts and incentives.

Notable Accomplishments across the entire career span

Total work Experience: 3+ years

- Handling PAN INDIA on end to end in sales parameter, Monitoring & reviewing the performance of Retailers.
- Ensure Achievement of sales and revenue targets on a daily / monthly and annual basis.
- Special Activation Scheme (Retailer scheme tracking). For individual also.
- Identifying & appointing new sales Partner to increase market spread

AND May 01.06.2018 to till date Sheenlac Paints Limited Sales Executive – PAN INDIA



- Overall responsible for dealer appointment to attain market penetration target
- Dealer management for monthly sales (Activation/Revenue) targets
- Customer care Executive Doing all the works related to the Customer care
- Complaint Handling / Product complaint, Quality, Damage, Less quantity, Price error, Etc
- Billing in SAP, Import planning, forecasting, Materials Arrangements, MIS, Export materials planning(Srilanka), Costing calculation, Creating the Customer code, Editing, Updating, verification, reports Direct billing from concern Branch, sales return. stock report, migration, code extension,
- Scheme works, CN workings-verifications, SKU commission, Telecalling and asking regarding all the Queries order booking and dispatched status, Received the materials or not status and All works related to customer care, OTIF,
- Identifying & appointing new sales Partner to increase market spread

Achievements:

- Sales & Business Development: The role it to drive the sales of various in **the NRI BUSINESS.(SRILANKA)**
- Team Management: Actively involved in recruitment, training, development, and managing, monitoring as well as motivating sales personnel.
- Sales & Business Development: Over all responsible for acquisition, retention, collection in the corporate market. As a Sales professional, is handling the entire spectrum of functions
- Related to A CLASS BCLASS C CLASS DEALERS sales. Responsible for prospecting key corporate clients as well emerging corporate clients
- Collection activities relating to Quarterly installment for the allotted sheds

Executive – Sales & Retention

Churn and Retention:

Churn is a further responsibility taken on. This involves liasoning with the retention team in an effort to prevent. This is also done through a combination of loyalty Program.

Personal Details:

Mail ID : valli11697@gmail.com

Fathers Name : P.Ramesh babu

Date of Birth : 11th JUNE 1997

Marital Status : Married

Nationality : Indian,

Languages Known : Hindi, Telegu, Tamil, English.

Permanent Address : No 52 /18 thiruvallur nagar 2nd street , korukkupet
Chennai -21

Phone : 9710983320

Reference : Available on Request

Place : CHENNAI

Date :

(P.VALLI)