

K. JOHN WESLEY

6-15-38, East Point Colony, Visakhapatnam 530017

Contact: +91-9848582868, 9704552237 ; Email: jwesleykosanam@gmail.com

Industrial Sales & Marketing/ Techno-Commercial Operations Management

Offering over 20 years of consistent success, providing strategic & operations leadership in uniquely challenging situations

Career Précis

- ✓ Seasoned professional with over 23 years of experience; currently with Stanvac Chemicals (I) Ltd in Sales & Marketing, Business Development, Product Launch, Profit Centre Operations, MIS, Sales Promotion and Coordination.. Proven track record in exploring and developing new business and streamlining business operations.
- ✓ Strengthening company to lead in competitive markets and deliver innovative marketing concepts & strategies; streamlining operations and coordinating various organizations' related tasks. Strategize counter competition & improvements in all operational parameters. Excellent business sense backed by rigor to develop interactive marketing programs.
- ✓ Ensure that the financial strategies are cost effective and enhance revenue growth.
- ✓ Strong leadership traits with excellent ability to coordinate with different people at one time.

Key Attainments

Stanvac Chemicals (I) Ltd:

- ✓ Consistent target achiever
- ✓ Also, received many credits for different case studies during the entire tenure in this organisation.

Professional Abridgement

Stanvac Chemicals (I) Ltd

Since June'2011

(Deals primarily with, Corrosion protection coatings, Lubrications and secondary with Maintenance Chemicals like Cleaners/ Degrease, Electrical insulation, Fire Protection, Specialty Welding Electrodes, Cold Repair Compounds and Anti Corrosive Coatings)

Senior Regional Manager; Since June'11

Highlights:

- ✓ Obtained Supply & Application of Protective Coatings for Jetty Pipe Line (1.5 KM length) at M/s NTPC – Simhadri.
- ✓ Obtained Rate contracts for Supply of Protective & Marine Coatings & Cold Welding from M/s Cairn India, RAVVA asset.
- ✓ Obtained Rate contract for supply of Protective Coatings for Projects of M/s CAIRN India – Rajasthan asset.
- ✓ Obtained Rate contract for Supply & Application of Storage Tank bottom angular plate corrosion protection – Boot sealing from M/s CAIRN India – Gujarath Asset &.Ravva Asset.
- ✓ Obtained rate contract from Indian Navy, worth of 3.5 Cr rate contract for the strengthening of various metallic pipelines for oil, sweat water and salt water onboard ships
- ✓ Proposal sent for DNA (Directorate of Naval Architect) for lacquer coating - protective coating for rubber mounts onboard ships & at storage facility.
- ✓ Obtained Rate contract for Protective coatings, Electrical, Mechanical and lubricants products in Visakhapatnam Steel Plant.
- ✓ Obtained Rate contract for Aviation Bulk Cleaners from M/s HAL – Koraput, Odisha, for SUKOI & MIG air crafts.
- ✓ Obtained Rate contract of Fire retardant coatings for Electrical Cables from M/s NALCO – Dhamnjodi, Odisha.
- ✓ Obtained Rate contract for Pipe Strengthening, wrapping from M/s HPCL Refinery & VVSPL, Visakhapatnam.
- ✓ Obtained Rate Contract for Tank Roof Repairs by Putty from M/s HPCL – Visakh Refinery, Visakhapatnam.
- ✓ Obtained Rate contract for Sea Water Booster Pump coating from M/s HPCL – Visakh Refinery, Visakhapatnam.

Previous Experience:

Carboline India Pvt. Limited

Jan'00 - June'11

(Deals primarily with Protective coatings & Fire Proof coatings)

Senior Executive – Sales & Technical

Highlights:

- ✓ Got approved & executed major coating orders for Protective coatings & Fire Proof coatings in M/s HPCL – Visakha Refinery, Projects & Maintenance - Visakhapatnam.
- ✓ Got approval & supply contract for Marine & Protective coatings in M/s Cairn India, Amalapuram.
- ✓ Successfully completed Protective coatings & Fire Proof coatings – Supply & Application in M/s IOCL – Naptha Cracker Plant, Panipat – Haryana & Delhi International Air Port.

Clean Coats India Pvt. Ltd.

Area Sales Manager

June'98 – Jan'00

(Deals Primarily with Thortex cold repair compounds & Protective Coatings)

- ✓ Got approved in APTANSCO & executed RC for cold repair compounds in TL & SS.
- ✓ Got approved in HPCL – Visakh Refinery, CFL, Vizag Steel.

NICCO Corporation Limited, Engineering Services Division

April'93-June'98

Sales Engineer

(Deals primarily **Belzona cold repair compounds & Valency Low Heat Input Welding Alloys**)

Got approved Belzona range of cold repair compounds in Naval Dock Yard & Products were patterned.

Got approved in HPCL – Visakh Refinery & established cold repair compounds applications.

Established Belzona & Introduced Valency Electrodes in M/s Singareni Collieries – Kothagudem, Yellandu, Manuguru & Ramangundam Zones.

Raga Enterprises (Authorized Dealer to M/s NICCO Corporation Limited)

March'91 – April'93

*Authorized Dealer to M/s NICCO Corporation Limited, marketing **BELZONA Cold repair compounds** in Vizag, EAST & West Godavari Districts of AP.*

Major Accountabilities in Sales & Marketing:

- ✓ Implementing the marketing strategy that fulfil the objectives, maximizes revenues, profits and market share of the company while streamlining overall operations pertaining to business development, and customer service.
- ✓ Developing a competitive business development and sales strategy, uncovering/ creating new opportunities, identifying dynamic and flexible; judiciously overseeing channel management & demand forecasting.
- ✓ Judiciously taking proactive measures relating to factors impacting business development in order to grab the opportunities and providing valuable inputs for fine tuning the sales and the marketing strategies; involved in generating inquiries & target potential clients to build & maintain working relationship.
- ✓ Conducting detailed market research and feasibility study to analyze the latest market trends and track the competitor's activities thereby providing valuable inputs to streamline the marketing and brand visibility strategies; reviewing and interpreting competition after in-depth analysis of market information.
- ✓ Playing a pivotal role in vision building, goal setting and restructuring of the organization along with client relationship management; deftly involve in networking with influential stake holders to build business relationships.

Academia

B.Sc • Nagarjuna University • 1st Class

Personal Dossier

Date of Birth: 26th October 1968 ;

Marital Status : Married

Languages Known: English, Hindi, Telugu;

References: Available on request