

Sameera V Naik

PGDM - Operations and marketing.

Total sales experience - 5.5 years

Worked in industries like tyre industry, E-commerce and Paints industry.

PERSONAL DETAILS

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Career Objective

Seeking a challenging & growth-oriented position that would permit me to use and enhance my managerial and engineering skills effectively.

Professional Experience:-

Kumar Organic Products limited

Designation: Busines Development Executive

Duration: Sept 2020 – Till date

Profile

- Sales business development activities in the assigned territory and to take care of all the customer requirement.
- Expanding the customer base by appointing new distributors and end customers.
- Supplying the existing distributors with the required materials on time.
- Follow up for the orders from the existing customers.
- Coordinating with production units on time to the customers.
- Lead generation for new business opportunity.
- Documentation of DSR and other CRM entry for new and existing customer requirement.
- Coordinating with concern marketing team to gain better product knowledge.
- Educating the customers about the new product developments as and when it is launched.

Berger Paints India Limited

Designation: Sr. Technical Sales Officer

Duration: May 2019 – Aug 2020

Profile

- Handling distributors, dealers, Facility Owners, Applicators for the assign territory and cater all the requirements.
- Increased the customer count exponentially resulting in the growth of sales.
- Helping dealers & distributors to achieve their annual targets
- Providing material requirement plan to production units for timely delivery.
- Organized I train programs to various customers for better understanding of product.
- Reaching the achieved budget and report to sales manager.
- Predict the stock requirement and pass the information to category head in order to plan for production.
- Arrange the delivery on time and coordinate with the logistic department.
- Reaching out to client in order to get specification approved for various projects.
- Retaining the existing applicators by understanding their needs and providing them the suitable product.
- On time payment collection from customers and reduce the outstanding of the assigned territory.
- Maintaining a strong relationship with the customers to have a continuous growth in revenue.

Indiamart.com [IndiaMARTInterMESH Limited]

Designation: Assistant Manager - Sales

Duration: January 2018 –Feb2019

Profile

- Provide client a ready presentation regarding IndiaMART services.
- Cultivate and deepen client relationships that add value.
- Discuss and solve domain related problems with the customers and provide alternative solution.
- To generate leads & identify decision makers within targeted leads and initiate the sales process.
- Convert the free listed customer into paid membership.
- Achievement of monthly, quarterly & yearly business plan.
- Area mapping, prospecting, negotiation, closing on commercials deals.

Falcon Tyres Ltd

Designation: Officer- Technical Sales

Duration: March 2013 –January 2016

Profile:

- Identifying and establishing new business
- Organizing the sales visits
- With the history of Market Claims, implemented critical check points to avoid similar market issues
- Liaising with existing clients
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.

Educational Qualifications

Year	Degree/ Certificate	Institute (University)
2018	PGDM	Acharya Bangalore B School
2012	B.E. [I & P]	The National Institute of Engineering

Key skills:

- Team leadership
- Rapport Building on the Call
- Buyer-Seller Agreement
- Communication
- Time Management
- Gaining Commitment
- Channel Sales Management
- Post-Sale Relationship Management
- Product Knowledge

Extra-Curricular Activities:

- Musical interest inclined toward Tabla.
- Swimming

Languages:

- English (Fluent)
- Hindi (Fluent)
- Kannada (Fluent)

I hereby declare that all the above information is true to the best of my knowledge.

Yours truly

(Sameera V Naik)