

SANJAYKUMAR B



Performance-oriented Sales Leader offering exceptional record of achievement over three years career. Tenacious manager with strategic and analytical approach to solving problems, bringing in customers and accomplishing profit targets. Talented in identifying and capitalizing on emerging market trends and revenue opportunities.

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Gangavathi, Karnataka

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SOCIAL MEDIA

<http://linkedin.com/in/sanjay-kumar-b-820314126>

EDUCATION

June 2015 - July 2017

BMS College of Engineering

MBA in Marketing

June 2010 - June 2014

Sai Vidya Institute of Technology

B E in Electronics and communication Engineering

EXPERIENCE

1. Reliance BP Mobility Limited

Designation: Area Sales Representative (Aug 2020 – present)

- Identified opportunities for growth within Anantapur territory for NRO and ECOM Business and collaborated with Network development team to reach organization goal.
- Organized promotional events and interacted with customers to increase sales volume of MS/HSD/Lubes.
- Owned all aspects of sales planning, development, and team and account management for Anantapur territory

2. Reliance Industries Limited

Designation: Area Sales Representative (Dec 2018 – July 2020)

- Assessed each location's individual and team performances, analyzing data trends to determine best methods to improve sales results.
- Increased profits through providing excellent customer service, following established guidelines and auditing sales reports.
- Organized promotional events and interacted with customers to increase sales volume of MS/HSD/Lubes.
- Identified opportunities for growth within Nizamabad territory and collaborated with channel partners to reach sales goal.
- Led solution selling strategy initiatives to maximize sales of Relstar Lubricants and also increased sales volume by expanding product line to new retailers.

3. Total Oil India Pvt Ltd

Designation: Network Development Executive (Sept 2017 - Oct 2018)

- Expanded Retail Outlets by adding five new RO's in Assigned region in 1 year.
- Development plan made for setting up new Auto LPG Dispensing stations in assigned territory.
- Prepared Documents for Traffic Study, Title verification and Project report.
- Liaised with Dealer for documentation and Obtaining NOC. Also Coordinated with Project team to commission the RO's within deadline.

PROJECT WORK

Schindler India Pvt Ltd (Intern), Bangalore Jan 2017 to Mar 2017.

Project Title: A Study on Customer Preference for Manual door replacement in Elevators.

- To understand the willingness of customers to replace manual door elevators.
- To understand the forces which acts for or against the replacement of manual door elevators.

SKILLS

- Strong understanding of how to close a sale and build customer relationships to gain return business.
- Detailed-oriented and research savvy in finding potential customers to ensure new business is constantly being developed.
- Effective communication and Negotiation skills to effectively and persuasively educate customers.

HOBBIES

- Cooking
- Travel
- Cricket

LANGUAGES

- English
- Kannada
- Telugu
- Hindi

DECLARATION

I hereby declare that the above furnished information's are true to the best of my knowledge