

Balaji Mandir,
Papvinash Road ,Latur
Mob:- Number: 9923705025

Email:sunilkuril11@gmail.com

Sunil Hansraj Kuril

CAREER OBJECTIVES:

To work in Competitive, challenging and interesting work environment offering well growth, opportunities and thus attaining high level of achievements willing to work as a key player in challenging & creative environment and to become a successful professional in the field of finance & accounting and Sales and Marketing to work in an innovative and competitive world.

EDUCATIONAL QUALIFICATIONS

- MMS (2010-12) from IBSAR Institute of Management (Mumbai University).

Year	School/College	University/Board	Program	Marks/Class
2010-2012	IBSAR Institute of Management studies	Mumbai university	MMS (MBA Finance)	60%
Mar-2009	Dayanand College Latur	S.R.T.M. (Nanded)	B.COM	60%
Feb-2005	Kamla Nehru Bori	Latur	H.S.C	59%
Mar-2003	ZillaParishad Bori	Latur	S.S.C	54%

COMPUTER KNOWLEDGE

- Tally ERP
- Ms-office
- Internet browsing
- Computer hardware course

INTERPERSONAL SKILL

- Ability to communicate effectively and honest
- Willingness to learn, sincere, confident, team work
- Excellent problems solving skills & Positive Attitude.
- Analytical skills and decision making
- Hardworking & A Strong work ethic & desire to succeed.
- Budgeting & Forecasting & Persuasive & having good influencing skills.

EXTRA CURRICULAR ACTIVITIES & ACHIVEMENTS

Retail Marketing Management Course (Two Months)

Experience:-

**Maharashtra Bio Fertilizers India Pvt. Ltd. Latur
(From June 2015 to Currently Working)**

Role Title: "Senior Sales Manager" & Marketing Coordinator

Key Accountabilities:-

**Handling 4 State Sales ,Marketing &Coordinator 1) Gujarat, 2) AP, 3) Telangana ,
4) West Bengal & Inventory In-Charge for 17 States C & F Godown Stock**

- Handling sales and marketing activities of company in assigned territory Maintaining effective business relationships with customers.
- Builds business by identifying and selling prospects.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Maintains quality service by establishing and enforcing organization standards.
- Contributes to team effort by accomplishing related results as needed.
- Target oriente

Skills -

- Presentation Skills
- Client Relationships
- Emphasizing Excellence
- Energy Level
- Negotiation
- Prospecting Skills
- Meeting Sales Goals
- Creativity
- Sales Planning
- Independence
- Motivation for Sales

Coordinator -

- Supports sales staff by providing sales data, market trends, forecasts, account analyses, new product information; relaying customer services requests.
- Handling all sales and marketing activities of company in assigned territory.
- Tracks product line sales and costs by analyzing and entering sales, expense, and new business data.
- Follow up with customers on behalf of sales team for securing techno-commercially clear purchase orders
- Follow up of Sales leads generated from various sources (events , online etc)
- Dealing with incoming emails & phone calls regarding sales enquiries.
- Conducted market survey, analyze data, and prepared report to management
- Supports sales staff by providing sales data, market trends, forecasts, account analyses, new product information; relaying customer services requests.
- Assist in the preparation and organizing of promotional material (product samples, marketing collaterals etc) for global clients/dealers
- Respond to queries from customers/dealers and give after-sales support when requested
- Travel to various Branches all over India on planned or short notice.
- Research competitors' prices products and sales techniques.
- Ensured timely order filling and customer service in coordination with sales managers.
- Communicate campaign objectives, timelines, and deliverables to sales team, and provide instructions for use or promotion
- Ensure adherence to laws and company policies regards to export
- Recommended products to customers based on individual needs and preferences.
- Expanded customer base through current client leads and business directory research.
- Manage Budget & Complete Monthly Quarterly Yearly Report detailing Activities & Improvement Plans.

- Plan and manage meetings, events, conferences, and trade shows by identifying, assembling, and coordinating requirements, establishing contacts, developing schedules and assignments, and coordinating mailing lists
- Continually seek and research new sources of prospective customer data, and provide recommendations to sales and marketing leadership
- Develop and manage all internal communication systems.
- Coordination with the factory and other departments as required to support sales activities.
- Maintaining optimal stock levels to ensure timely availability of products.
- Managing excess and ageing stock.
- Focused on management of inventory control processes.
- Identify & Remove Expiry Stock In Storage.
- Physical Stock taking at various Branches in India as well as Latur Warehouse
- Document production in support of Marketing and Business Development
- Contributing to general office admin (For Manager Meeting Information & Arrangement mail, phones, front desk, neat and tidy office, company events, meeting room set up, etc)
- Preparing and sharing reports on day to day basis in respect of work done at branches & Head office.

Western Multistate Agro purpose Co-Operative Credit Soc.LTD

As Officer (Manager) (July 2013-May.2014)

JOBS RESPONSIBILITY

- How to maintain pigmy Record & Software feeding. And Analysts
- Barware of branch Transaction & Deposit collection, Staff level& Branch Level Adjustment
- Cash Charge Handover Registered, Branch Close Time, Precaution of DD issue & DD refund.
- Monthly Finance audit of Head office and reports to Management.
- Daily proper Commitments & proper Achievements Report properly show Give intimation before taking leave.
- Travel to various Branches
- Handling all three branches such as Attendance, Cash Tern over registered for branch level,
- How to handle branch Transaction, How to take the Entries in manual &software.
- Preparing and sharing reports on day to day basis in respect of work done at branches & Head office.

Kolpe - Patil Multistate Co-Operative Credit Soc.LTD, Pune.

As A Zonal Manager (20 April 2012 – June 2013)

JOBS RESPONSIBILITY

- Handling all five branches such as Attendance, Cash Turnover registered for branch level,
- How to handle branch Transaction, How to take the Entries in manual & software
- If software is Back Date How to prepare the Record to Branch Level
- How to maintain pigmy Record & Software feeding. And Analysts
- Maintenance of cash transaction, Precaution about Advance & Repayment.
- If Software is not on Date How to Maintain Branch Record, cash key maintained.
- How to Report about commitments & Achievements to branch day to day
- Barware of branch Transaction & Deposit collection, Staff level & Branch Level Adjustment
- Cash Charge Handover Registered, Branch Close Time, Precaution of DD issue & DD refund.
- Daily proper Commitments & proper Achievements Report properly show Give intimation before taking leave.

TAX CONSULTANCY FIRM

As Accountant (July 2015 to 10 May 2016 [Part Time 6-10])

JOBS RESPONSIBILITY

- ACCOUNTING (TALLY ERP 9.0) SALES and PURCHASES Transaction in the Books of Company
- RECEIPT and PAYMENT transaction
- TDS, INCOME TAX. SERVICE TAX, CTS, MVAT Learning.

- **TYRES COMPANY** (Apollo TYRES DEALER)

- **Marketing Executive**

- July 2012 To March 2013

- Job Profile:- Handle Transport Clients Network in Navi Mumbai. Visit to Logistics Companies for Approaching the Sale.

- Job Location:-Navi Mumbai (Kalamboli)

Aryan Mobile Shoppe & Service Center

As A Manager (20 April 2006 – June 2009)

JOBS RESPONSIBILITY

- Handling all sales and marketing activities of company in assigned territory.
- Adding up new business and penetrating more in to assigned territory with implementing initiative to increase distribution depth within the given budget.
- Front line Sales experience, team network management.

- Development of new markets, grab the opportunity and achieve of ambitious targets.
- Rework on distribution networking existing market to achieve maximum efficiency of network.
- Planning and delegating responsibilities of field force to achieve best team performance for company.

Project Undertaken:

1. **Summer Internship Project** : MMS 01-05-2011 to 30-06-2011

Project Title : “Fundamental and Technical Analysis for IT Companies”

Company : IVI Securities services

I have done Fundamental & Technical Analysis of Major Companies in the Information Technology Sector (INFOSYS, TATA CONSULTANCY SERVICES, ORACLE, HCL, WIPRO) For five year (2005 -2010)

▪ **Winter Internship Project:** MMS-4th semester (1stDecember 2011 to 31thJan 2012).

Company name : - Quest Profin Advisor Private Limited, Mumbai.

Project title : “Loan Syndication Process At Quest Profin Advisor Private Limited

Description : My Work to guide the people whose is interesting in getting the Loan

PERSONAL INFORMATION

Gender : Male

Nationality : Indian

Religion : Hindu

Languages Known : English, Marathi and Hindi

Marital Status : Single

Hobbies : Reading, Listening Music, Travelling.

Declaration

I hereby declare that all the information furnished in this application is true and correct to the best of my knowledge and belief.

Place: LATUR

Date: / / 20

(Sunil Hansraj Kuril)