

MURALEEDHARAN V.G

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Career Objective

A challenging position in a progressive company where my extensive experience and knowledge in sales can be utilized for the mutual benefit. A workplace where job satisfaction and career growth can be achieved.

Professional Experience – 22 years in Paint Sales.

(Architectural, Wood Finishes, Protective & Industrial,)

- 1. Key Accounts Manager. (Omega Paints, Bahrain)**
(from Oct 2020 to till date)
- 2. Head-Finishing. (Services & Trade Co. Muscat)**
(from Sep'2017 to Sep 2020)
- 3. Sales Officer. (Akzo Nobel Oman SAOC)**
(from Nov'2009 to July 2017)
- 4. Branch-in-Charge (SPH- Jotun Paints exclusive, Kerala)**
(from Nov'2000 to Oct'2009)
- 5. Sales Representative. (Kwality Biscuits)**
(from Oct'1998 to Sep'2000)

Functional Strengths

- Project Sales & Dealer Sales Management.
- Managerial Skills – Handling and guiding sales force to achieve the targets.
- Well experienced in the Selling & Application methods of Architectural, Wood Coating, Epoxy Paints, PU Paints & NC Paints.
- Ensuring the achievement of sales objectives.
(volume/value products, new/focus products)
- Exploring & identifying potential markets.
- Business Development- visiting the markets to interact with End Users, Architects, Builders, Contractors, Joineries & Painters to generate business.
- Submitting Quotation, Submittal & Sample Panels for the projects & Negotiation on price.
- Competition Analysis-to analyze and track competitor's activities to provide valuable inputs to streamline the sales strategies.
- Effectuating training for improving painters, polishers & shop boy's productivity.

Technical Exposure & Trainings obtained

- Hands on training on the **application of Protective & Industrial Coating at Omega Paints, Bahrain.**
- Hands on training on the **application of Wood Finishes & Adhesives at Akzo Nobel and Asian Paints.**
- Trained in **product marketing and application techniques on Architectural, Design/Special Effects, Textures** in decorative paint ranges conducted by **Akzo Nobel, Jotun Paints, Asian Paints & Omega Paints.**
- Certified Akzo Nobel '**Let's Colour Ambassador**' .
- Certified Akzo Nobel in '**Selling with Confidence**' & '**Negotiation Skills.**'

Other Trainings Obtained

- Familiar with all the site policies and procedures, personal conduct & HSE standards of Akzo Nobel Oman & Omega Paints.
- Completed Defensive Driver Training Course conducted by Dubai Driving Center.

Core Competencies

- Good managerial, organizational & analytical skill.
- Hard working dedicated and determined.
- Responsible, quick learning ability.
- Good interpersonal relationship.
- Team Management ability.

Education

- Bachelor's Degree from Kerala University.
- IT Skills: MS Office, Windows and Internet applications.

Languages Known : English, Hindi, Malayalam & Tamil

Licensed to drive: India & Bahrain

Personal information

Date of Birth : 10.05.1974

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