

GARIKAPATI KUMAR

Branch Manager @ Amulya Mica Industries| Sales Management



Personal details

- GARIKAPATI KUMAR
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- 26/14/756,BV NAGAR, NELLORE,B V NAGAR 524004 NELLORE
- August 9, 1980
- Nellore
- AP02620120001603
- Male
- Indian
- Married
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Skills

- Team Leadership ●●●●●
- Sales Management ●●●●●
- Channel Development ●●●●●
- Key Account Management ●●●●●

Profile

Dynamic and strategic Regional Manager with a robust background in leading high-performing sales teams and driving market growth across diverse regions. Proven ability to develop and implement comprehensive business strategies that expand market share and enhance brand visibility. Skilled in fostering strong distributor relationships and executing effective promotional campaigns to achieve sustained revenue growth and operational excellence.

Education

B. E Information Technology, Information Technology
VR Siddhartha Engineering Collage

Bachelor's degree, Business/Commerce, General
Dr BR Ambedkar Open University

Intermediate, Junior High/Intermediate/Middle School Education and Teaching
Coles Memorial Junior College

SSC, HIGH SCHOOL/SECONDARY DIPLOMAS AND CERTIFICATES
Arunodaya Residential School

Employment

- Branch Manager** Apr 2024
Amulya Mica, Vijayawada, Andhra Pradesh, India
 - Managed daily operations of the AP Branch, ensuring effective team collaboration and sales management.
 - Conducted regular market visits and SPANCO calls to enhance distributor monitoring and channel expansion.
 - Led monthly in-shop meetings and workshops, fostering a positive team environment and driving sales targets.
- Senior Manager** Feb 2022 - Mar 2024
Century Plyboards (I) Limited, Andhra Pradesh, India
 - Spearheaded business and channel development initiatives across Andhra Pradesh, enhancing market penetration.
 - Managed a high-performing sales team, driving brand promotional activities and key account management.
 - Achieved a significant increase in sales volume, contributing to Century Plyboards' leadership in the plywood market.

- Regional Manager** Jan 2020 - Jan 2022
ARKIS Lightings Pvt Ltd, Andhra Pradesh, India
 - Spearheaded the establishment of ARKIS Lightings in Andhra Pradesh and Telangana, driving brand awareness and market penetration.
 - Developed a robust distribution and channel network, enhancing product accessibility across the region.
 - Led a dynamic team focused on key account management, resulting in a 30% increase in sales within the first year.

Market Expansion	●●●●●
Business Development	●●●●●
Workshop Facilitation	●●●●●
Distributor Monitoring	●●●●●
Market Analysis	●●●●●
Operations Management	●●●●●
Customer Relationship Management	●●●●●
Customer Service	●●●●●
Sales Strategy	●●●●●
Strategic Planning	●●●●●
Brand Promotion	●●●●●
Leadership Development	●●●●●
Project Management	●●●●●
Negotiation	●●●●●
Problem Solving	●●●●●
Budget Management	●●●●●

Languages

English	●●●●●
Telugu	●●●●●
Hindi	●●●●●

Hobbies

- Traveling
- Reading
- Photography
- Networking
- Volunteering
- Mentoring
- Cooking
- Public Speaking

Branch Manager

Aug 2016 - Dec 2019

Cospro Energy, Vijayawada Area, India

• Oversaw the operations of LED lighting products and industrial sales in the Andhra Pradesh region. • Managed super stockist operations and developed a robust dealer network to enhance distribution. • Successfully secured government institutional orders, contributing to a significant increase in revenue. • Fostered strong relationships with dealers and clients, ensuring high levels of customer satisfaction.

Deputy Manager

Jun 2014 - May 2016

Havells India Ltd, Tirupati, Andhra Pradesh, India

Complete Channel Sales Networking Team Developing Dealers Networking

Area Sales Manager

Jun 2011 - May 2014

Salzer Technologies Limited, Nellore Chittoor and Ongole

Busniess Operations from Channel Parners in the Geographycal Nellore and Ongole. and B2B Sales from Respectives Institutional Primary and Secondary

Achievements

- Led the AP Branch operations to consistently exceed sales targets by 20% through effective team management and strategic market expansion.
- Received 'Best Performer' award at Havells India Limited in 2015 for outstanding sales performance.
- in Cospro Energy received the best branch award in highest target achieved and best branch award
- Spearheaded business and channel development initiatives across Andhra Pradesh, significantly enhancing market penetration.
- In Century Ply as Branch Head Receive the best Branch Operations Award
- Conducted regular market visits and SPANCO calls to improve distributor monitoring and successfully expand sales channels.
- In Amulya Mica i received the best Branch Manager & Best Branch Operations Collection
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NELLORE, June 28, 2025

G.Prasanna Kumar

Qualities

- Very Athletically and very passion about my profession, always positive and very inspire to the people
- Leadership is an Attitude
- Team Collaboration is a sharing and focused to achieve the goals and mostly it is a responsibility of the team work
- Communication is an understanding ,
- Problem Solving is an identifying , analyzing and understanding effectively
- Time Management is nothing but planning & response positively
- Adaptability is a resilience
- Decision Making is Thinking