Sameer Ramesh Teli

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MBA (Marketing)

Profile summary:

- 10 years of experience in Channel Marketing and B2B.
- Experience in exploring & developing new channel partners / dealer / distributor, accelerating growth & achieving desired sales goals.
- Institutional sales, Ability to understand / meet client's expectations and build relationships.
- Hand on experience of team handling and leadership.

Work Experience:

Eureka Forbes Limited. Area Sales Manager (Channel Partner Division)
(May 2017 – Till date)

- Developing and driving the operation of Channel business in Mumbai.
- To add new growth opportunity in channel business and planning with leaders to ensure the productivity.
- To appoint new partners in the unrepresented areas of Eureka Forbes.
- To ensure that the partners achieve given target and get incentives.
- To look after the outstanding collection of the partners.
- Coordinating with marketing team for B2B / B2C activity.
- Meeting Corporate, Banks, and Builders orders.
- Ensure the customer complaints are resolved within the given time frame.
- Coaching and motivating the front liners to improve the secondary sales.

- Handling 22 Franchise business partners in Mumbai with 2 leaders and 22 Executive.

Emirates Sleep systems Pvt. Ltd. (December 2014 – April 2017)
As Area Sales Manager (Mumbai and Gujarat)

Job Responsibilities:

- Handling the Dealers, Distributor and Channel network.
- Meeting Architect's and Interior designers for tie up's. Giving them profile presentations. Getting orders from them.
- Looking after sales of the given territory and achieving the given targets.
- Opening of Mumbai showroom.
- Appointing new Franchise and dealers for Mumbai and Gujarat area.

- ➤ Assist in the development of new operations, procedures and policies.
- ➤ Doing tie up's with Hotels, Vila's, Commercial project.(Project work).
- ➤ Sending Monthly/Daily report.
- ➤ Attending customer query and complaint.
- ➤ Pre and post sales service.

Monginis Foods Pvt. Ltd. (September 2009 - November 2014)
as Sr. Business Development Executive.

Job Responsibilities:

- ➤ 30 Franchise handling.
- ➤ To achieve overall business goals for the brand for all the 3 business verticals of the Company viz. Retail, FMCG and Online.
- ➤ Meeting corporate, Schools, Banks, for bulk order.
- ➤ Resolve operational questions and issues from Dealers and Distributor.
- ➤ Maintain communication with all Dealers & Distributors on a regular basis.
- ➤ Assist in the development of new operations, procedures and policies.
- ➤ Managing Exclusive Dealers in terms of primary & secondary schemes and consumer offer.
- ➤ Provide day-to-day support of marketing campaigns and strategies under the direction of Marketing Manager.

FEDEX, Mumbai (Dec 2005 – March 2007)
As Support Head (REDI Dept.)

- ➤ Updating the bill data & reverting back with detail information to sales managers.
- ➤ Setting targets for team to perform & organized a department; recruited and trained four accountants.
- ➤ Worked on REDI reports. Improved the quality, consistency and accuracy of data.
- ➤ Engaged with customer and provided business analysis and planning advice to the management team, and facilitated a shared understanding of the business unit's organizational change requirements
- ➤ Assisted in preparation of financial statements.

Summer Internship: Canara Bank. (April 08 – May 08)

Attainting the CANARA bank A/C holder and promoting and selling the OLT (on line trading). Selling Dmat. Account. Opening CASA.

Achievements: The best Employee award for work in Monginis year (2011-12).

Strengths: Self-confidence, Good team Player, Innovative, Open Minded, Adaptable**.**

Educational Qualification

MBA (PGCAM - Marketing) from K.C.College of Management Studies 2007 – 2009 – Second Class

Bachelor's Degree in Commerce 2005-2006 – Mumbai University.-
HSC 2002
SSC2000

References: Available on request.