

M.RAVIKANTH

Phone: (M) +91 9949139511/ 7013670557 **Email:** ravikanth.mrk23@gmail.com

OBJECTIVE

Seeking a challenging role in the area of **Sales and Marketing** to contribute towards organizational goals and grow to a Senior Management Level

SYNOPSIS

Young, energetic and result oriented professional with **around 8 years** of experience; Extended expertise in Sales and Marketing; and highly efficient, pragmatic and results-oriented

- ✉ Profound experience to maintain high quality standards to meet challenges of this fast paced, high turn-over industry;
- ✉ Multitasking ability to sketch the plan, prioritize the work and manage the complex projects under aggressive timelines;
- ✉ Proven track record of optimal utilization of resources leading to overall profitability in profit-building
- ✉ Adept at working in high pressure environments with strict deadlines and multiple deliverables to implement best practices that consistently deliver outstanding results;

Educational Qualification

- ✓ **INTER** from Kakatiya Junior College ,Nizamabad

Present Work Experience

- **THREE BOND CO LTD , Hyderabad (Aug 2016 to Present)**
AREA SALES MANAGER

Key Deliverables

- ✓ Develop sales and marketing strategies to drive sales growth in the assigned area.
- ✓ Develop and manage an efficient distribution network to improve sales performance.
- ✓ Manage the sales team for sales growth and revenue enhancement
- ✓ Conduct market research to understand competitors and market trends.
- ✓ Provide innovative ideas and suggestions to improve the market presence.
- ✓ Coordinate with Zonal Sales Manager to enhance sales performance.
- ✓ Maintain relationship with existing customers for repeat business.
- ✓ Build sales culture and sale centric atmosphere among the team members.
- ✓ Maintain contacts with financial center personnel, processional and personal contacts to build referrals.
- ✓ Provide timely feedback to the sales personnel regarding their sales performance.
- ✓ Provide trainings, educational workshops and challenging opportunities for enhancing career growth of employees.
- ✓ Conduct business plan review meetings with sales team.
- ✓ Develop creative promotional strategies to attract more customers.
- ✓ Appreciate the contributions and accomplishments of sales employees through proper rewarding mechanism.

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- ✓ Develop performance improvement plan for sales team to meet performance goals.

Past Work Experience

- ❑ Worked as a Sales Officer for **Hector Beverages** Marketing & Promoting Paper Boat (Dec 2014 – Aug 2016).
- ❑ Worked for **TOPRAMEN** (Indonesia Foods & Ltd.) in Hyderabad as a Sales Executive (2013-2014).
- ❑ Maintained **Mana Super Market** at Mallapur (2011-2013).
- ❑ Worked as a **Marketing Executive** for Plastic Disposal plates and glasses
- ❑
(2008-2010).
- ❑ Maintained own business in **Auto mobiles and Spare parts**
(2001-2008)

COMPUTER SKILLS

- ✓ MS-Office, Windows and
- ✓ Internet Applications

STRENGTHS

- ✓ Possess good relationship building and interpersonal skills
- ✓ Working in pressure
- ✓ Hard Work, Zeal to Learn.

PERSONAL VITAE

Father's Name	:	M.Narayana
Age	:	35 years
Sex	:	Male
Marital Status	:	Married
Languages Known	:	English, Telugu and Telugu
Hobbies	:	Listening to Music
Nationality	:	Indian