



E. DHANUNJAY

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SENIOR SALES MANAGER

Managing assignments in Business Development/ Showroom Sales & Marketing preferably in South India

CORE COMPETENCIES

*Showroom Sales
Business Alignment/ Development
Client Engagement
Channel Management
Territory Expansion
Key Account Management
Market Trends & Insights
Training & Development*

CAREER CONTOUR

Jun 2020-DEC 2024 @ TVS Motors, VIZAG
AREA SALES MANAGER
Jun 2019-jun2020 @CONDUENT INDIA
PVT LTD, Health care

May 2015 - May 2018 @ Orange Chevrolet,
VIZAG
Warranty Manager

ACADEMIC PROJECT

Project: Designing & Fabrication of Dearator
Duration: Nov 2014 – Apr 2015

INTERNSHIP TRAINING

Certify internship courses in Blast Furnace.
(Furnace equipment, stock house and slag granulation plant).

IT SKILLS

MS Office, C Program, Windows (XP, 7, 8),
AutoCAD

EXECUTIVE SUMMARY

- ❖ An astute professional with **over 4 years** of experience in Business Development, Showroom Sales, Customer Management, Channel Management and Training & Development.
- ❖ Dexterous in driving new business through key accounts, establishing strategic partnerships to increase revenue, strengthening companies to lead in competitive markets and delivering marketing concepts and strategies.
- ❖ Recognized for managing the business development and sales for two wheelers, and off road vehicle market; taking measures to assess customer satisfaction
- ❖ Professional with a solid record of contributions that streamlined operations, invigorated businesses, augmented productivity & internal controls.
- ❖ Collaborative leadership style that spur team members to give 100% effort & build highly productive performance units.

KEY RESULT AREAS

Business Development & Sales:

- ❖ Aligning and achieving sales growth as per sector strategy, meeting and exceeding direct sales targets for the area managers; (for 3 states)
- ❖ Assisting various departments in increasing volume of sales and achieving targets; ensuring availability of working capital to achieve plans at all dealerships
- ❖ Planning & achieving sales volume & market share; forecasting demand & ensuring stock availability at all dealerships.
- ❖ Proposing promotional budget with clear objective of volume generation and get approvals.
- ❖ Preparing presentations for the company that can be present at the trade shows, to the clients & conferences.

Client Relationship/ Key Account Management:

- ❖ Determining strategies and developing optimal customer services.
- ❖ Handling key accounts of showroom sales business and developing new customer accounts by aggressive penetration.
- ❖ Monitoring timely deliveries to the clients as per the contractual agreement in coordination with technical team.
- ❖ Maintaining continuous client relationships through client follow-up and responding to their queries for ongoing projects, project timeline tracking, project deviation cost and timeline calculation and final project signoff.

ACADEMIC CREDENTIALS

2015	B.Tech. (Mechanical) from Baba Institute of Technology and Sciences, JNTU, Kakinada with 68.50%
2011	12 th (Science) from Chaitanya Junior College with 60.20%
2008	10 th from M.V.D.M.C High School with 60%

EXTRAMURAL ENGAGEMENTS

- ❖ Python certification is done in top mentor.
- ❖ Data science certification done in top mentor.
- ❖ Took part in the fest at Baba Institute of Technology & Sciences College.
- ❖ Attended "Tig Welding & Applications" at one day work shop.
- ❖ Attended "Low Cost Solar Energy" in one day work shop.

PERSONAL DOSSIER

Date of Birth:	31 st March 1993
Languages Known:	English and Telugu
Address:	D.No. 19-453/1, Painapple Colony, Simha Chalam, Dist-Visakhapatnam – 530040, Andhra Pradesh