**RESUME**

**SUDHAKAR.M** Address : No. 530/1,Bharathi street

Algapuram,periya pudur , Salem-16

Ph: 9042921100

Sudhakarksks2014@gmail.com

**Sales & Marketing**

- Formulating business plans and ensuring adherence to the same for achieving targets.

- Driving Pre Sales and Post sales efforts including market research and trend analysis initiatives

**Team Management**

- Recruiting, monitoring and managing a team of professionals for achieving Set Objectives.

- Identifying areas for improvement to ascertain the training needs of the team

**Channel Management**

- Identifying and recommending channel partners.

- Monitoring physical distribution

- Handling stocking norms/ stocks indenting at the distributor point.

**WORKING EXPERIENCE**

|  |  |  |  |
| --- | --- | --- | --- |
| **COMPANY NAME** | **PERIOD** | **DESIGNATION** | **WORKED HEAD QUARTERS** |
| RBI (P) LTD | March2005 To Aug-2006 | PSR | VELLORE |
| CHOLIYAL PRODUCTS (P) LTD | March 2006 To August 2008 | TSI | CHENNAI & VELLORE |
| AIRCEL LIMITED | Sept 2008 To July 2010 | CSM | VELLORE, KANCHEEPURAM, T.V. MALAI DIST. |
| SISTEMA SHYAM TELESERVICES | JULY 2010 To June 2011 | CSM | TIRUVANNAMALAI DIST |
| VIDEOCON TELECOMMUNICATION LTD | June 2011 To Feb 2016 | ASM | SALEM |
| TATA TELESERVICES LTD | March 2016 TO Feb 2017 | ASM | KRISHANAGIRI& Salem DIST |

|  |  |  |  |
| --- | --- | --- | --- |
| JIO INFOCOM LTD | March 2017 TO TILL DATE | JCM | Vellore & TV MALI DIST |

**REWARDS & APPRECIATIONS:**

**SISTEMA SHYAM TELESERVICES**

* Was honored for Top performer award for achieving continuously in all parameter For (JFM 2011) also I have got appreciation award (LEAPTOP) gift.
* I was honored Foreign Trip Contest exclusive for Data Card Achievement
* Was honored Panther Award for both September and October month for No. 1 CSM in Tamil Nadu

**AIRCEL LIMITED**

* Was honored TN Star Performance Award for the month of January 2010 for achieving Secondary & Primary Targets.
* Was honored Top Performance 100/100 award for achieving sales targets for three consecutive months (UAO, URO & New outlet opening).

**Activities&Achievements**

* Have done 29 New Town Launches in last 6 Months out of this, 18 Towns growing month on month in all parameters.
* Have done special activities in new towns like sports and games to create awareness from the market.
* Have done highest Primary & Secondary in Arni and Cheyyar market in an average of 1107% it is aall time high achievement in that market.
* Have increase 176 UAO outlets between Q1 and Q2.
* Have done DSR’s & CC training & Retailer engagement program in every quarter.
* Have done School and social welfare activity in NEW TOWN LAUNCH.

**Strength &Challenges**

* Desire to grow up in short period.
* Professional attitude.
* Sincere at work.
* Aware of some problem solving techniques. Managerial Skills.

**PERSONAL DETAILS:**

Father’s Name : MURTHY.M

Age & Date of Birth : 31 Years 14.07.1984

Sex : Male

Known Languages : English, Tamil

**EDUCATIONAL QUALIFICATION:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Month & Year of Passing** | **Exam Passed** | **Name of Board / University** | **School / College Studies** |
| April-2006 | B.Com., | Annamalai University | Annamalai University |
| March-2002 | HSC | State Board | Vhoorees Her Sec School, Vellore |
| March-2000 | SSLC | State Board | Vhoorees Her Sec School, Vellore |

**T EXPOSURE:**

Operating Systems : MS-DOS, Windows 95

Package : MS-Office

**CV of Sudhakar. M**