**Anil kumar . v.k**  
11/557 Uchanath House Kallekulangara

Palakkad Kerala – 678009

Mob : 7293038002

E-Mail : aniluchanath@gmail.com

**••••••••••••••••••••••••••••••**

**Objective:**   Seek the Position of Regional Sales Manager  
  
**SUMMARY:**   Exceptionally knowledgeable, creative and result-oriented Regional Sales Manager with great background in meeting and exceeding sales objectives of the assigned territory by promoting and selling company product suite through professional sales techniques.

**Summary of Experience**

* More than Twenty years experience.
* Proven success prospecting, building a pipeline, moving opportunities through the sales cycle , proposing, presenting and discussing solutions with decision-makers.
* Remarkable ability to craft a solution with appropriate products and services that meet business goals based on client discussions.
* Profound ability to develop positive and supportive relationships with Retailers Dealers, Distributors and Agriculture Department
* Follow-up skills with both customers, internal staff and management.
* In-depth ability to present to large groups and individuals including customers, Farmers and Agriculture Department..
* Strong ability to be a team player.
* Sound ability to accept rejection and constructive criticism with professionalism and open mindedness.
* Great persistency and ability to negotiate with professional skill .
* Excellent listening skills and ability to value other opinions.
* In-depth ability to maintain territory and mandatory reports as appropriate.

**Professional Experience**

**Redlands ashlyn motors plc ( Agricultural & Garden Machenery)**

2016 - Present  
  
**Regional Sales Manager**

* Meet and exceed set sales quotas for defined area/region.
* Make prospecting an integral part of my regular routine ensuring new prospects are being added to the sales funnel on an ongoing basis.
* Coordination With SM’s To Get Indent, Scheme Proposal And Month Wise Targets
* Identify new markets and business opportunities
* Take an active role in Distributors and Dealers appointment
* Continually learn about new products and improve selling skills.
* Order follow up with SE,s and sending mail to accounts etc., ensuring coordination with production department till stocks dispatched and received by Distributor/ Dealers.
* Co ordinate with Government agency for Tender

**Area Worked**

1, Tamilnadu 2, Karnataka 3, Andhrapradesh 4, Telangana 5, Kerala, 6,Punjab 7, Haryana 8,Westbengal 9, Odissa 10, uttarkhand 11,Uttarpradesh 12,Bihar 13,Chattisgarh 14, Maharastra 15, Gujarat 16, Rajastan

Work *Experience*

* Working in Redlands ashlyn motors plc ( Agricultural & Garden Machenery) Trichur as Regional Sales Manager from 2015 Nov working all India
* Worked in Vision Marketing Palakkad as Sales manager All kerala 2013 – 15
* Worked in Spinx Auto parts – Bangalore as sales manager South India 3 years
* Worked in Selvel Marketing South India Sr.Marketing Executive for 2 years
* Worked in Karamchand Appliances Bangalore Private Limited as Marketing Executive for 3 years
* worked in Balsara hygine product limited Bangalore as sales executive for 3 year
* worked in Micro Skills Bangalore as sales representative for more than 2 years
* Worked in Yashi Engineering Bangalore as sales Executive for 2 years
* Worked in Papillion Marketing Bangalore as Sales executive for 2 years

**JOB DESCRIPTION**

* Appointing Dealers and Distributors
* Reaching the targets and goals set for the area
* Increasing business opportunities through various routes to market
* Setting sales targets for individual reps and sales team
* Training Sales Staff
* Allocating areas to Sales Representatives
* Developing sales strategies and setting targets
* Monitoring team's performance and motivating them to reach targets
* Dealing with major customer
* Collecting customer feedback and market research

***Personal Details***

Name : ANIL KUMAR .V.K

Father’s Name : Late. Velu Nair

Date of Birth : 14.01 1970

Marital Status : Married

E-mail Id : aniluchanth@gmail.com

Mobile No : 7293038002

Permanent Address : Uchanath House

Kallekulangara P.O.,

Palakkad – 678 009

Kerala – India.

E-mail Id : [aniluchanth@gmail.com](mailto:aniluchanth@gmail.com)

EDUCATIONAL QUALIFICATION

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| COURSE | NAME OF INSTITUTE/ SCHOOL | BOARD/  UNIVERSITY | YEAR OF  PASSING | PERCENTAGE |
| SSLC | Indiranagar High school , Bangalore | State Board | 1985 -1986 | 56 |
| PUC | RBANMS  Bangalore | Start Board | 1987 -1988 | 50 |
| BA | RBANMS  Bangalore | Bangalore University | 1991 -1992 | 48 |

ADDITIONAL QUALIFICATION:

|  |  |  |  |
| --- | --- | --- | --- |
| COURSE | NAME OF THE INSTITUTE | YEAR OF  PASSING |  |
| Diploma in Air Travel | Davers collage  bangalore | 1992 |  |
| Diploma In ComputerApplication | Inovative computer center , Bangalore | 1992 |  |

**LANGUAGES KNOWN:**

**ENGLISH, HINDI, TAMIL, KANNADA,TELUGU, MALAYALAM**

DECLARATION:

I here declare that the above furnished details are true to my knowledge

and belief.

Date: Signature of the Applicant

ANIL KUMAR . V.K