**RESUME**

**Mallela Rajkumar**

**Sales Manager**

**Mail ID :** [**rajkumarmallela7@gmail.com**](mailto:rajkumarmallela7@gmail.com)

**Ph no: 08247618995**

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# Career Objective

To join an organization where I can utilize my knowledge and skills to gain experience and learn to grow with the vision of the organization.

# Qualifications

* SSC from Board of Secondary Education Andhra Pradesh, in 2007 with 75.0%.
* Intermediate from Board of Intermediate Education, in 2009 with 77.0%
* Bachelor of degree mechanical Engineering from SVVSN Engineering

College, Ongole, Affiliated to JNTU, Kakinada, in 2013 with 64.5

# Computer Skills

* Operating systems : MS Office
* Others : Auto CAD 2006 and 2010

**Work Experience**

1. **Company** : **M G BROTHERS PVT .LTD (Tata Hitachi)**

Role : SERVICE ENGINEER

Duration : 1st Feb 2014 to DECEMBER 2014

Responsibilities

* Worked as Service engineer in Prakasam and Nellore Districts.
* Basic troubleshooting ,installation ,maintenance and repair on designated equipment
* Ordering and managing repairs parts cycle items
* Maintaining daily communication with customer to ensure resolution and follow-up

Work achievements

* Achieving Monthly targets.
* Proactively maintained company assets, adhering to strict guidelines and precise time frames
* Improved territory technical support with courtesy visits to customers, and supplied sales leads for maintenance and engineering services.

1. **Company** : **TAFE**

Role : Field officer

Duration : 14 January 2015 to March 2016

Responsibilities

* In charge for Sales and Marketing for Three Districts in A.P
* Dealer appointing and development by increasing the coverage.
* Appointing Field coordinators and achieving monthly targets.
* Planning and conducting events at Dealer point like Road Shows, Demos, Van campaigns, and Local mechanics meet, Existing customers meet and prospective customers visit to plant to improve the network of company in root level of the territory.
* Coordinating with the sales team for proper implementation of marketing plans and strategies.
* Maintaining Good Relationship with customers by providing satisfactory service.

# Work achievements

* In charge of 3 distict increased network spread ( prakasam,East Godavari,vijayawada)
* Maintains Good market share in present working Territory.
* Created brand awareness, TAFE tractors in given Territory

1. **Company** : **ACTION CONTRUCTION EQUIPMENT LTD**.

Role : sales executive

Duration : 1st March 2016 to August 2017

Responsibilities

* In charge for Six Districts, In A.P East Godavari to Srikakulam and In Telangana Nalgonda and Khammam.
* Responsible for allotted Territory Dealerships Sales, Territory sales develop related activities and Sales monitoring
* DSP monitoring with constant training and motivation for better quality and productivity.
* Planning and conducting events at Dealer point like Road Shows, Demos, Van campaigns, Local mechanics meet existing customers Meet and prospective customers visit to plant to improve the network of company in root level of the territory.

# Work achievements

* Appointed **2** Dealerships and increased network spread ( **Jangareddy Gudem, Kodada**)
* Maintains Good market share in present working Territory.
* Created brand awareness, ACE tractors in given Territory.

1. **Company** : **Pioneer Auto world GNT PVT.LTD**. (Mahindra 4 Wheeler)

Role : Sales Manager

Duration : 1st AUG 2018 to JULY2020

Responsibilities

* Maintaining strong relationship manufactures’ dealers, sales repersentives.
* Helping to train new employee in company procedures
* Ensure delivery of vehicle to customer on time
* Handle and manage softly the minor complaints and irritants with the customer.

# Work achievements

* Achieving Monthly target
* Trained and provided necessary support to new employees.

# Extra Curricular Activities

* Won prizes at college levels in **“Cricket”, “Running” and “shuttle”** competitions.
* Ability to deal with people diplomatically, Willingness to learn than earns more and quick learn
* Enthusiastic to learn new things, Activeness and hard working.
* Worked as a student coordinator at my college

# Strengths

* Hard working and amicable nature
* Desire to be the first in every aspect whatever I choose.
* Integrity and good observation.

PERSONAL INFORMATION

**Name :** Mallela.Rajkumar

**Sex :** Male

**Marital Status :** UN Married

**Languages known :** English & Telugu

**Address :** Srinagar colony, Ongole-523001

Declaration

I hereby declare that the above written particulars are accurate to the best of my knowledge and belief and I take sole and whole responsibility in any adulterations appearing in the information above.

DATE:

PLACE: (M. Rajkumar)