# RESUME

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**CAREER SUMMARY**

Looking forward for a career in company that promotes excellence, and offers a professional work culture conductive for career advancement in Sales and Marketing.



**PROFESSIONAL EXPERIENCE (Around 5 Years)**

1. Employer Name: KGK JET INDIA PVT LTD

Designation : Technical Sales Engineer for Andhra Pradesh (Industrial & Projects business).

From : March-2020 to Sept-2020.



## Essential duties and responsibilities include:

* Dealing with All the Technologies like **CIJ, DOD, LCI, & TIJ**.
* Listing out Potential Customers (Segments wise) –**Rice-Food, Seafood, pharmaceutical** **and Plastic Industry** etc. based on this Information creating Sales and Travel Plan.
* New Customer Acquisition and maintaining Good Relation with Existing Customers.
* Create and execute strategic sales growth plans and proposals for Small & Medium accounts In the Assigned Geographic territory (Monthly, Quarterly & Yearly).
* Converting all the Prospects into Accounts.
* Resolving all the issues Related to Sales & Service in my Region
* Establishing a healthy relationship with all Project Managers, Purchase Managers, Stores Managers, and Plant & Machinery Managers.
* Stay abreast of market conditions, Observing changes and competitor activities within industry and territory and communicate findings internally.
* Promoting the Brand and Technology by doing Events like Expo, Demo etc…



**PROFESSIONAL EXPERIENCE**

2 Employer Name: MARKEM-IMAJE INDIA PVT LTD

Designation : Technical Sales Engineer for Andhra Pradesh (AP) (Industrial & Projects business).

From : Sept-2018 to Feb-2020.



## Essential duties and responsibilities include:

* Dealing with All the Technologies like **CIJ, TTO, LCI, LASER, TIJ** and Software **(CoLOS)**.
* Listing out Potential Customers (Segments wise) –**Rice-Food, Seafood, pharmaceutical**, **and Plastic Industry** etc. based on this Information creating Sales and Travel Plan.
* Taking care of Entire Andhra Pradesh and Listing out Potential Areas Based on Segment Information like-Seafood (Bhimavaram), Rice (Kakinada, Nellore) etc. based on this Information creating Sales and Travel Plan.
* New Customer Acquisition and maintaining Good Relation with Existing Customers.
* Newly Acquired Customers- **MDM Herbals, Nandhana Foods, Usha Print Pack** and etc.
* Create and execute strategic sales growth plans and proposals for Small & Medium accounts In the Assigned Geographic territory (Monthly, Quarterly & Yearly).
* Converting all the Prospects into Accounts.
* Resolving all the issues Related to Sales & Service in my Region
* Establishing a healthy relationship with all Project Managers, Purchase Managers, Stores Managers, and Plant & Machinery Managers.
* Stay abreast of market conditions, Observing changes and competitor activities within industry and territory and communicate findings internally.
* Promoting the Brand and Technology by doing Events like Expo, Demo etc…



**PROFESSIONAL EXPERIENCE**

1. Employer Name: TEAM LEASE SKILLS UNIVERSITY Client : BOSCH POWER TOOLS

Designation : Sales and Technical Engineer for East Godavari Dist. (Dealer Management, Industrial & Projects business).

From : May-2016 to Sept-2018.



## Essential duties and responsibilities include:

* Create and execute strategic sales growth plans and proposals for key accounts and the territory ,as needed(i.e. monthly, quarterly or annually)
* Develop and continually strengthen professional relationships within all entities, internal and external, involved in our business, such as dealer, dealer sales staff, end user key contacts and decision makers.
* Stay abreast of market conditions, changes and competitor activities within industry and territory and communicate findings internally.
* Promoting the Brands & Encouraging the Sales through various Promotional Activities , Establishing a healthy relationship with all Project Managers, Purchase Managers, Stores Managers, Plant & Machinery Managers and government officials belongs to Skills development centers, Railways, APSRTC, Financial Corporation’s(BC,SC,ST).
* Conducting Seminars on Safety in all construction sites, Projects and Industries.
* Conducting demonstrations of tools and accessories in all sites and industries, conducting training.
* Raising the new requirement from existing customer and Railways to improve sales. Identifying new customers for generation of new business and plotting to Dealer nearby to achieve dealer’s sales targets.
* Provide expertise and support regarding pricing, quoting, credit terms and many other sales support and account management functions.
* Maintain good relation with customer to maintain service on concept of ZERO DISTANCE TO USER.



**PROFESSIONAL EXPERIENCE**

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| 4 .Employer Name | : | YUPPTV INDIA PVT LTD. |
| From – To | : | July-2014 to April-2016 |
| Designation | : | Technical Engineer L1-NOC |



## Key Skills:

* Good knowledge of Technical Troubleshooting.
* Excellent interpersonal and coordination skills
* Hardworking, perseverance in work related problems, punctual, enthusiastic



## Essential duties and responsibilities include:

* + Recommending Network Security Standards to Management.
  + Responding to incoming mails and phone queries.
  + Providing documentation on start-up, shut down and first level troubleshooting of processes to help desk staff.
  + Provided continued maintenance and development of bug fixes and patch sets foe existing web applications.
  + Monitored network performance and provided network performance statistical reports for both real time and historical measurements.



**EDUCATIONAL QUALIFICATION:**

**B.TECH in MECHANICAL with 65% (2010-2014)** from Jawaharlal Nehru Technological University.



**COMPUTER PROFICIENCY**

Computer Application: (MS Office, MS Word, MS Excel Windows XP, Windows 7&8 Etc.)



**STRENGTHS**

* + Sales professional with discipline and solution selling skills.
  + Ability to build relationships to gain customer loyalty and penetrate accounts with in the market.
  + Smart and hard working person with a positive attitude and ability to work with a team and leading a team.
  + I have good leadership skills and managing skills.
  + Result Oriented.



**DECLARATION**

I hereby declare that all the information provided by me is true to the best of my knowledge.

**Place:** Vijayawada

## Date:

1. **Hemanth Kumar)**