#### CURRICULUM VITAE

**ANOOP. VM**

Territory Sales Officer

E-Mail:vm\_anoop@yahoo.com

GSM : +91 - 9846919617

Tel : +91 - 4931231833

**Proffessional Objective**

To achieve a challenging position in Marketing & HRM, where my analytical, problem solving and application can be put in for successful completion of the project growth of the organization, which in turn my growth.

**Job Experience**

**1. Company: AMBUJA CEMENTS LTD, COCHIN**

Years **:** 1 year 9months (January 2013-Present)

Position **:** Territory Sales Officer

**Job Profile:**

* Relationship building and managing existing dealers
* New dealership creation and expanding channel
* Finding new projects and customers(IHB)
* Analyzing market and competitors
* Proper follow ups for payment and orders
* Reviewing own sales performance, aiming to meet or exceed targets.
* Presenting the product or service in a structured professional way face to face
* Acting as a contact between a company and its existing and potential markets

**2. Company: NATIONAL PAINTS FACTORIES INDIA Pvt Ltd,Cochin, KERALA**

Years **:** 1 Year 5 Months (July 2011-December 2012)

Position  **:** Sales Executive

**Job Profile:**

* Researching the market and related products
* New dealership creation/ Managing existing dealers
* Creating new project works
* Arranging for the effective distribution of marketing materials
* Maintaining and updating customer databases
* Organizing and attending events such as conferences, seminars, receptions and exhibitions

**3. Company: SAB MILLER INDIA Pvt Ltd, KERALA**

Years **:** 1 year (July 2010-june 2011)

Position  **:** Sales Representative (off role)

**Job Profile:**

* Analyze market condition.
* Penetrating new outlets.
* Improve the product availability.

Co-Curricular Activities

* Participated in Action for personal excellence program at Mumbai
* Participated ambuja effectiveness seminars
* Participated in National level Seminar at Erode on topic “Paradigm Shift on Technology Management” in Mahendra Engineering College.
* Participated in National level Seminar at Chungathara on topic “One Day National Workshop on Technology Enabled Education” in Marthoma College.

Project details:

* Title**:** A study on “Effectiveness of Door to Door marketing” in salem region

Organization**:** Eastern Condiments Pvt Ltd. Kochin

* Title**:** Summer Training Report, “organization study”

Organization**:** Ashique Exports Pvt Ltd. Calicut

Professional skills

* Ms-Office
* Windows 98, XP,windows7

**Languages Known:**

* English
* Tamil
* Malayalam

**Personal Data:**

**Address**   **:** Vazheparambil(H), Pallikuth(P.O), Nilambur, Malappuram(dist)

Kerala, 679334

**Father’s name : Manoharan.M**

**Date of Birth :** 02/03/1988

**Sex :** Male

**Nationality :** Indian

**Marital Status :** Single

**Driving license no : 10/15643/2012**

**Passport No : K1297663**

**Passport Date : 28-09-2011**

**DECLARATION**

I here by declare that the above furnished information about me is true to my knowledge, belief and ability

Station **:** Yours truly,

Date  **:** (**ANOOP.VM**)