

# Rajesh B Annigeri

## Sales Manager



F-354,7th Main,BEL  
Layout,Dwarkawasa  
Road,Bharathnagar Bangalore,  
Karnataka, 560091



872 215 7405



rbannigeri@gmail.com

Underlining presence by dedication, sincerity and teamwork, through the knowledge and skills acquired during the tenure of learning and practical insights. Motivated Sales Manager offering 15 years of experience in Advertising & Corporate Industry. Bright, energetic and results-driven with positive and inspiring personality. Dedicated to making lasting impact on sales and team building.



### Skills



Advertising



B2B

Very Good



Leadership

Excellent



Market

Very Good



Payment collection and processing

Very Good



Account management

Very Good



Territory expansion

Very Good



Sales process

Very Good



Team building

Very Good

2017-09 - Current



## Work History

### Asst. Sales Manager

**Manlift India Pvt. Ltd, Ananthpur, AP**

- Manlift India, Middle East and Qatar based company, provide Ariel Access Solution through an extensive fleet of Access Platforms with tailored made solutions to meet our customer needs every time
- To Visit & find new Projects & Construction industries site., in Bangalore, Chennai, Hyderabad. & Meet the Site/Project Engineers, P&M Engrs, to convince & collect the orders of Aerial Work platforms
- Being Experts & professionals in the business industry we had fleet of over 1200 with Customized tailored solutions for any industries
- Achievements Being sole coordinator to setup an Office at Ananthapur, Penukonda in AP and as team we supplied 203 machines in span of 10 months for KIA Motors Manufacturing Plant and its Ancillary Units
- Territory expansion in Chennai and Sricity for Hero Motors, Apollo Tyres, Hyundai-Glovis.... As a team we were responsible for Revenue & Collections entire South
- Promoted exceptional levels of customer service by asking open-ended questions and assisting clients on sales floor.
- Assisted sales team with completing customer transactions and managing issues
- Partnered with sales team members and leveraged strong negotiation skills to close tough deals with lucrative clients

2013-10 - 2017-09



### Special Accounts Manager

**Primedia Qatar Wll, Doha, Qatar**

Digital media advertising company driven by the desire to turn our creative and competitive intelligence into Company's ROI while diligently staying ahead of the ever-bending competitor's curve.

- Being responsible for collecting the business advertisements and book them for Print & Digital medium solutions for the Qatar Official Telecom Yellow Pages named Ooredoo and design Websites and ads for Social media.
- Publishing the authentic information of local business or service was our major profile.
- Recognized as the first Indian during the year for highest Sales achiever of New Business with 100% collection.
- Set an Trend in the company of collecting 100% collections in advance along with every Sales contracts.
- Recognized as Best Sales person with clean transactions in Print and Digital of that year.

2008-11 - 2010-10

## Area Manager-Sales

**Hawk Media LLC. UAE, Dubai, UAE**

- A part of Al Murad Group) First Telephone Directory Publisher in UAE, Best 4 FM radio service providers, Best Outdoor Solutions in the country to all class of Business customers
- To encourage all class of B2B and B2C customers to avail our services in promoting their business with the help of our media solutions across all the emirates
- Complete In charge of Branch Sales & Operational works at Abudhabi & Dubai Responsible for Sales and administrative works at the Branches in UAE.
- Applied relationship-driven strategies to lock in [B2B] sales worth more than Dhs.200,000 in yearly revenue.
- Conducted training sessions to educate employees on best practices and procedures to increase profitability
- Supervised 6 employees, ensuring optimal productivity.
- Awarded as First ASM to achieve the 110% sales target against the Set target in span of 4 months.
- First 2 executives who achieved 100% of their Target under my leadership

2011-01 - 2013-07

## Manager - Sales

**Office Depot-Reliance Supply Solutions Pvt.Ltd, Bangalore, Karnataka**

- Formerly e-Office Planet ) Leaders in Institutional General Office Supplies, Break Room Products, Corporate Gifting, Office furniture
- To develop the vertical business in B2B segments
- Responsibilities : Understand the Requirements of the customer & develop our business through various projects & thereby growing the business with an increased margin.
- Responsible for achieving the sales target from defined existing clients PAN INDIA by interacting the key people in different verticals and ensuring them a hassle free services with the help of CS team and AM.
- Strong coordination with the cross functional team and drive internal sales support Team to meet the delivery compliance resulting new opportunities in existing a/cs.
- Grooming the KAM by defining the strategies and helping them in their responsibilities.
- Responsible for collection & claims of corporate & monitor the same with monthly review meet with the customer.
- Achievements Recognized as the highest Sales achiever in the quarter 2 and 3 and was responsible in coordinating the collection from the Top IT company.

2008-11 - 2010-10

## **Deputy Manager-Sales**

**Arya Omni Talk Wireless Solutions Pvt Ltd**, Telecom division of Arvind Mills, Bangalore, Karnataka

- Providing the Radio communication network to enhance the Productivity of the People and the company
- To provide Frequency / Airtime to the customers as per their pre designed program to manage their men and vehicles within the city limits
- Walky talky for Security Agencies, Constructions and Airline operators Mobile Radio for City taxi, Call centre cabs, Police vehicles Responsibilities : Managing Major Key Accounts in IT/ ITES Responsible for Identifying new Opportunities in different segments Maintaining good relationship between the Company and Clients by meeting the Key People Handling both Commercial and Technical Issues Achievements Gold Club award winner for reaching Higher the Set target 1st person of the year to receive 100% variable amount

2001-07 - 2008-10

## **District Sales Manager**

**Getit Infomediary Ltd, Bangalore, Karnataka**

- Pioneers in Publishing the BSNL Telephone directory and Yellow Pages in India with best value added services to the customers
- Incharge of North Karnataka Region in setting up the branches across NK region from opening up the offices to Operations and Sales of the branches
- Responsibilities : Started Career in Sales, as Sales Executive Responsible to create awareness and advantages in the market to advertise in Getit Infomediary Targeting new / old clients to sign off long term advertising contract with Getit Infomediary In the span of 3months association, promoted as Account Manager and 2 years later Promoted as District Sales Manager
- Achievements First person to win over unhappy advertisers (Clients) with a highest revenue collection and increasing the customer base
- Consistently performing with an average of 90% to 95% of sales target every year Took the best award for extra curricular activities in organizing culture and social gatherings to the Peers and always been the best performer in accepting the new challenges introduced by the company

1999-09 - 2001-07

## **Administration Assistant**

**H.Jayasurya and Associates, Bangalore, Karnataka**

- Computer Data Operator to ACS Responsibilities :
- Composed, proofread and distributed clean and professional business correspondence and internal team communications.

1995-03 - 1997-04

- Interacting with branch managers for new Business and assisting the Chartered Accountants, Company Secretaries in their Audit and Reporting
- Achievements With my Public relation skills and support from our ACS, We received an overwhelming business for our dedicated services in Foreign, Commercial and Nationalized banks Been an Outstanding performer in establishing our company services throughout Karnataka and Goa
- Provided clerical support to 6 company employees by copying, faxing ,Emailing and filing documents
- Responded to emails and other correspondence to facilitate communication and enhance business processes
- Contacted customers via phone and email to confirm deliveries and follow up with inquiries.



## Education



### **B.Com: Commerce,Marketing,Accounting**

*Bangalore University - Bangalore*

ICWA(Inter-1)



## Interests



Playing Cricket, Badminton,Carrom



## Languages



Kannada, Hindi and English.