**Karthik Sandur**

**ADDRESS**No.6 5th Cross, VignanNagar,

Bangalore 560037

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**CAREER OBJECTIVE**

To seek a challenging position that justifies my potential and experience in your esteemed organization thereby doing the best of my services for both organization and personal development

**CAREER HISTORY**

**Job Title : Sr. Sales Manager**

**Employers name : Bloom Hotels Group**

**Employment dates : October 2019 to March 2020**

**Key Role And Responsibility**

* Responsible for prospecting for new business, while maintaining and nurturing old customers and accounts.
* Create Sales Pitch and Materials. ...
* Work With Director of Sales on Marketing Plan. ...
* Conduct Sales Meetings With Clients. ...
* Keep Track of Communication With Clients.
* Designing and implementing a strategic sales plan that expands company's customer base and ensure its strong presence.

**Job Title : Sales Manager**

**Employers name : Park Field Retreat Resort (Group of Athena Hotels & Resorts)**

**Employment dates : Feb 2018 to September2019**

**Key Role and Responsibility**

* Responsible for prospecting for new business, while maintaining and nurturing old customers and accounts.
* Create Sales Pitch and Materials. ...
* Work With Director of Sales on Marketing Plan. ...
* Conduct Sales Meetings With Clients. ...
* Keep Track of Communication With Clients.
* Designing and implementing a strategic sales plan that expands company's customer base and ensure its strong presence.

**Job Title : Assistant Manager – Marketing & Corporate Communications   
Employers name : Citrus Check Inns  
Employment dates : September 2014 to August 2017**

**Key Role and Responsibility**

* Achieving growth and hitting sales targets by successfully managing the sales team.
* Attain every sales goals established by company.
* Prepare weekly or monthly reports as required in written as well as computerized.
* Maintain professional image as per organization image quality standards.
* Contributes to team effort by accomplishing related results as needed
* Plan and carry out sales campaigns to develop new sales opportunity leads by using telesales and other MARKETING.

**Job Title : Sr. Executive Membership Sales (Corporate Sales & Marketing)**

**Employers name : Brigade Hospitality Services pvt ltd  
Employment dates : August 2013 to September 2014**

**Key Role and Responsibility**

* Prospects for target clients for an increased business growth.
* Identifies new opportunities for sales campaigns that can lead to increased sales.
* Understands the company's reputation and ensures to retain that image by continually enhancing the organisation’s performance.
* Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements. Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analysing sales options.

**Job Title : Holiday Consultant and Team Leader   
Employers name : Citrus Check Inns   
Employment dates : April 2009 to July 2013**

**Key Role and Responsibility**

* Attain every sales goals established by company.
* Exceed individual sales targets and help the company to achieve its revenue and non-revenue based targets.
* Prepare weekly or monthly reports as required in written as well as computerized.
* Maintain professional image as per organization image quality standards.
* Contributes to team effort by accomplishing related results as needed
* Plan and carry out sales campaigns to develop new sales opportunity leads by using telesales and other MARKETING

**JOB TITLE : Sr. Marketing Executive  
Employers name : Country Club India ltd  
Employment dates : 2005 April to 2009 March**

**Key Role and Responsibility**

* Attain every sales goals established by company.
* Determines sales targets and ensures they are successfully achieved by the sales personnel
* Identifies new opportunities for sales campaigns that can lead to increased sales.
* Sells products by establishing contact and developing relationships with prospects; recommending solutions.
* Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.

**KEY COMPETENCIES AND SKILLS**

**PROFESSIONAL SKILLS**

* Adaptable
* Verbal communication skills.
* Decision making, critical thinking, organizing and planning.
* Business leadership skills
* Tolerant and flexible to different situations.

**PERSONAL SKILLS**

* Ambitious
* Cooperative
* Honest
* Independent
* Responsible

**ACADEMIC QUALIFICATIONS**

B.Com. : Shridhar University (May 2011 to May 2013)  
Pre University : National Board Of Open School , India (2006)  
SSLC : Karnataka Secondary Education Board

**PERSONAL DETAILS**

Name - Karthik Sandur

Father’s Name - S. Brahmaiah

Date of birth - 26/03/1988

Marital Status - Single

Language Known - English, Hindi, Kannada & Telugu.

Hobbies - Playing Chess, Watching movies

**Place: Bangalore**

**Date:**  **Karthik Sandur**