

# KIRAN N

## Personal

**Address**  
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**Phone number**  
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**Email**  
kiran.nagaraju93@gmail.com

**Date of birth**  
13-06-1993

**Place of birth**  
Bengaluru

**Gender**  
Male

**Nationality**  
Indian

**Marital status**  
Married

## Languages

English	Fluent
Kannada	Fluent
Hindi	Fluent
Tamil	Fluent
Telugu	Fluent

- Competent in market forecasting and quick to identify and formulate strategies to exploit business opportunities and proven excellence in lead generation, client retention and achieving targets.
- Excellent track record in all stages of sales process, from business development and lead qualification to Requests for Proposals (RFPs), technical needs analysis and closing business deals.
- Impeccable ability to combine technical knowledge with sales skills to act as a primary contact for product demonstrations, client needs assessments and the development of technical specifications.
- Motivated professional, excelling at delivering quality service and exceeding revenue benchmarks on a consistent basis, and efficient in driving teams to work in sync with corporate set parameters.
- Dedicated to maintaining high standards and promoting team participation for the optimization of company goal attainment while demonstrating outstanding presentation and negotiating skills.
- Adept at developing strong relationships with the key stakeholders in the assigned territory and familiar with the execution of customer system assurance and continuous improvement plans.

## WORK EXPERIENCE

**Assistant Sales Manager** Apr 2022 - Present

HAILSTONE INNOVATIONS PVT LTD, Bengaluru

- Driving Sales & Business development in leadership role with strong skills & acumen in strategy planning, management, marketing
- Responsible to drive a culture of safety, develop and implement a strategy for continued business growth, sales delivery, marketing excellence and solution provider for the customer
- Support to develop product pricing and positioning strategies
- Visiting existing customers to solicit feedback on product performance and product support, cold and warm calls at the rates of 7 accounts per day
- To monitor and guide the sales engineers in the region to drive them effectively to generate maximum leads
- Plan and implement sales and account management activities, marketing events for focused customers with the objective of being a primary commercial interface with customers within the defined plans and budget.
- Identify markets to generate new accounts by implementing effective networking and content marketing strategies

**Territory Incharge - Sales** Apr 2021 - Mar 2022

MACONS EQUIPMENT PVT LTD, Bengaluru

- Direct Sales, Channel Management, Product Marketing, Product development, Strategic Planning, Market Research & Development, Monitoring sales & promotion.
- Handling business for the growth segment of construction & infra in Karnataka.
- Improving efficiencies through effective forecasting, devising marketing and promotional strategies for target customers to increase sales and in-turn sustainable channel.
- Sales of machine in new application segments & research to ascertain market potential of the ever growing demands of the building & real estate sector
- Executing the organizations sales plan in order to grow businesses and margins by developing and implementing sales strategies and tactics
- Part of the brand management team to launch change management programs and brand transformation.
- One point of contact for customer operations.

**Sales Engineer** Jul 2017 - Mar 2021

ENCORE HEAVY MACHINERY PVT LTD, Bengaluru

- Achieving agreed sales volume goals and sales growth targets every month consistently and preparing sales reports for submission to Head Office
- Establishing long-term relationships with potential customers by interpreting their requirements while providing pre-sales technical assistance and offering after-sales support services.
- Closing business deals by negotiating tender and contract terms to meet customer needs and generating new leads maximizing client potential in designated regions

- Supporting marketing activities by attending trade shows, conferences and other marketing events as well as identifying prospects that will benefit from the company products
- Responds to complaints from customers and give after sales support
- Preparing weekly sales analysis as instructed by the Business Head
- Approaching prospective clients like PWD Contractors, Railway Contractors and Road Construction Companies for promoting Concrete Machineries in assigned regions
- Providing pre-sales support, product presentations and customized solutions to prospective clients and identifying business opportunities to promote products/services in the assigned territory
- Negotiating contract terms and conditions with prospects based on their needs and increasing customer satisfaction by fulfilling their technical needs, quality, price and delivery
- Maintaining a list of prospects and potential clients and proactively solving critical problems occurring during sales process and submitting monthly sales reports to Manager
- Planning the supply of spare parts to client locations as per order requirements and ensuring competitive pricing, good quality, availability of items and on-time delivery
- Optimizing revenue streams by networking for additional business prospects with established clients and building long-term relationships with clients by interpreting their requirements
- Promoting Sandvik Mining and Rock Technology through cold calling and product demonstrations in trade shows, conferences and other marketing events

### **Engineer (Operations & Quality)**

Sep 2015 - May 2017

S M KANNAPPA AUTOMOBILES PVT LTD, Bengaluru

- Planned daily production schedules as per client requirements and supported the quality engineering function by liaising with engineers, overcoming day to day product and quality issues
- Establishing quality standards, implementing stringent quality systems to enhance quality of products from Suppliers
- Carry out process audits at supplier place to improve the process capability
- Performing & maintaining the setup approval records for the components
- Monitoring the rejection records and taking corrective action on those products
- Effectively responds to issues affecting the preparation, assembly and fabrication of Buses, with a sense of urgency, to insure maximum efficiency in assembling and transferring product
- Effectively follow up of ISO 9001-2008 Standards in the plant
- Increase mean time between failures and reducing mean time to repair the machines thereby increasing productivity
- Interfaces with plant management and other supervisory personnel on issues affecting quality, production, materials, engineering and product transfer
- Identify areas of quality failures and take steps to rectify the system
- Coordinated with internal departments and suppliers and produced reliable and cost effective products while maintaining proper inventory levels to meet production demands
- Maximized productivity through implementation of innovative processes thus eliminating production constraints, reducing costs and improving reliability while complying with quality standards
- Responsible for the Sheet metal work, Structure Fabrication work in the Bus Body building area
- Developed process improvements to effectively utilize equipment and materials to maximize production and identified unsafe operations and practices and reported to department supervisors
- Provided training and guidance to production team to accomplish production goals as well as developed operating instructions and equipment specifications for production activities
- Applied best practices to improve production capacity, quality and reliability and recommended production improvements and established safety procedures for internal employees

## **EDUCATION & QUALIFICATIONS**

### **Bachelor of Engineering**

Sep 2012 - Jul 2015

Vemana Institute of Technology, Bengaluru

Mechanical Engineering, Visvesvaraya Technological University

### **Diploma**

Sep 2009 - Jul 2012

R J S Polytechnic, Bengaluru

Mechanical Engineering, Board of Technical Education

## CERTIFICATION & TRAININGS

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- Attended internship training at HINDUSTAN AERONAUTICAL LIMITED, Aircraft Division, Bengaluru
- Completed workshop on VIBRATION AND ITS APPLICATIONS conducted by renaissance forum of Vemana institute of Technology
- Knowledge in 3D Modelling & Simulations using Autocad, Solid Edge, NX Cad, PRO -E, Catia V5, Hypermesh
- Hands on experience Using SAP, CRM, for the process under which all sales & services oriented actions

## DECLARATION

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I KIRAN, hereby declare that the information furnished above are true to the best of my knowledge and belief.