

PURUSHOTTAM KHOT

SUMMARY / OBJECTIVES / PROFILE

B.Tech In Civil engineering & having Professional experience of retail and project business development in Building material Business of 5+ years,

WORK EXPERIENCE

DRYWALL SYSTEMS

Kolhapur – Aug 2020 to till date
Role- sales consultant

Responsibilities:

- Key account handling
- Meeting and expansion of retail channel partners
- Project sales management in drywall partitions
- Meeting with channel partners to promote drywall partitions
- Meeting with architects, engineers and contractors
- Arrangement of promotional & branding activities

VISAKA INDUSTRIES LIMITED

Fiber cement board Division - Kolhapur, Jan 2019 To Aug 2020

SAHYADRI INDUSTRIES LIMITED

Fiber cement board Division – Kolhapur , July 2017 To Jan 2019

Following Responsibilities in Both companies :

- Conduct the promotional activities
- Make cold calls/ follow up calls
- Identify the new Distributors / Dealers / Sub Dealers
- Achieving sales target
- Cover the assigned areas / Territory
- Identify new project
- Archive sales target
- Coordinate with commercial and plant logistics team for timely deliveries and handling quality concern if any

Achievements:

- Increased distributors / dealers / sub dealers base by employing strategic sales
- Successfully met self and company sales target by 110% on each month
- Consistently maintained sales volumes.

EDUCATION

B.TECH IN CIVIL ENGINEERING

Shivaji University 2014-2017

PERSONAL DETAILS

Sahyadri House
Plot no 5
At-Chandekarwadi Tal-
Radhanagari Dist-Kolhapur
416221

M 8421812111

purushottam.khot@yahoo.com

PROFESSIONAL SKILLS

Proficient with:
MS Office , Excel, Tally , Cad,
Photoshop knowledge

Lead conversation expert

Confident public speaker

LANGUAGES

Marathi
native language

Hindi
Advanced: speaking, reading &
writing

English
Advanced : speaking, reading &
writing

REFERENCES

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