

BIO-DATA

B.VENKATESWARLU

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INDUSTRIAL PRODUCTS MARKETING, SALES & PROMOTIONAL ACTIVITIES

Experience Of Over 8+ years In the Field Marketing/Sales Activities in Reputed Industries

PROFILE

My career objective is to work for an organization & serve the organization with my best effort that it would lead to my own as well as for my organization moral and material benefit.

- Fair experienced in field marketing activities & sales promotions in various locations.
- Maintain good relation with Clients and business partners.
- Maintain regular conversation with Existing, clients and business partners
- Cost rationalization of products through various analyses & provide negotiations and discounts.
- Abilities in handling high authority peoples & managerial personnel.
- Building relationships decision making persons.
- Optimal utilization of available resources.

PROFESSIONAL EXPERIENCE AND ACCOMPLISHMENTS

M/S Talbros Indi parts pvt ltd(after market spares)

Sep 2022-Present

55years old Automobile spare parts manufacturer headquarters located at Chennai

Deputy Manager (Sales and marketing) (Location-Telangana/Hyderabad);reporting to Regional Manager-Chennai, India.

- Talbros product marketing with Automobile customers
- Developing talbros business with dealer's and distributors.
- Client visits with dealers and distributors increasing dealer market.
- Developing relationships with customers like 4W & 2w and commercial vehicle mechanics through product demos and daily visits and suggesting good product solutions
- Developing relationships with End Users interacting about the performance and maintenance of products like suspension gaskets and new products.
- Coordinating with my Regional Manager, and negotiating the price in between with customer and dealers..
- Follow up for timely payments

M/S ROSTFREI STEELS PVT LTD

Jun 2018-Aug2022

22years old WTP, WWTP AND BIOGAS PLANTS ,ALL TYPES OF ADVANCED STORAGE TANKS manufacturer headquarters located at NEW DELHI.

SALES Manager (Sales and marketing) (Location-Telangana/Hyderabad);reporting to Regional Manager-Chennai, India.

- Rostfrei steels product marketing with industrial & residential clients and architects, engg consultants ,pharma,builders
- Developing organization business through new leads and sales activities .
- Generating new clients through cold calls and references through existing clients and online sources
- Developing relationships with existing clients like pharma & mechanical,paper industries and residential through product demos and daily visits and suggesting good product solutions and existing services problem clearing.
- Developing relationships with all clients interacting about the performance and maintenance of projects like ongoing and upcoming projects.

- Coordinating with my Regional Manager, and negotiating cost in between with company and client..
- Follow up for timely payments as per terms of company rules.

NBC BEARINGS LIMITED (NATIONAL ENGG INDUSTRY LIMITED)

Feb 2015 - May 2018

Sales Engineer(Sales and marketing) (Location-Hyderabad Telangana); reporting to sales manager.

75 years old bearings manufacturing company all standard and customized bearing manufacturer of both automobile and industrial segments

- nbc bearings product marketing with industrial clients and distributors
- Developing organization business with new leads and sales activities attending exhibitions and product seminars expos
- Generating new clients through cold calls and references through existing clients and online sources
- Developing relationships with existing clients like pharma & mechanical industries through product demos and daily visits and suggesting good product solutions and existing services problem clearing
- Working with distributors closely and informing products availability and technical query resolving .
- Coordinating with my Regional Manager, and negotiating cost in between with company and client..
- Follow up for timely payments as per terms of company rules.

ACADEMIC AND PROFESSIONAL CREDENTIALS

Examination	Year of passing	Institution	Board/University
Bachelor of technology (MECHANICAL)	2014	Kottam college of engineering	JNTUA
Higher Secondary Examination (INTERMEDIATE)	2010	Narayana junior college	Board of intermediate
Secondary school of Examination	2008	ZPHS High school	SSC

EXTRA-CURRICULAR ACHIEVEMENTS & ACTIVITIES

Playing Cricket (Played for school and collage cricket teams), Travelling, 2 Wheeler riding, Listening Music & Reading etc.

LANGUISTIC PROFICIENCY

Language	Read	Write	Speak
English	Yes	Yes	Yes
Telugu	Yes	Yes	Yes
Hindi	Yes	yes	Yes

DECLARATION

I hereby declare that the above mentioned information's are correct up to best of my knowledge and I bear the responsibility for the correctness of the mentioned particulars.

Dated:

[References & Supporting Documents Available upon Request]

BOYA VENKATESWARLU