

CURRICULUM VITAE

AGNELO FERNANDES



SYNOPSIS

- ✓ Highly adaptable with wide & varied experience.
- ✓ Excellent Achiever with proactive ability to learn and facilitate learning.
- ✓ High Competencies in sales and Acquisition of New Business.
- ✓ Experience in Sales & Marketing, Operations & Support Functions for more than 11 years.

During my professional career, I have been exposed to a multitude of people, products, services & markets.

WORK EXPERIENCE

- Worked with "**HT Media Ltd.**" In Sales as a "**Zonal Incharge**" from 19th April 2005 till 30th November 2007.

JOB RESPONSIBILITY:

- Responsible for the planning and execution of marketing and brand promotional campaigns along with sales.
- Collecting information from different resources and motivating Executives to perform accordingly to get better response to increase sales.
- Directly reporting to Manager Sales.
- Maintaining Stock Report, on Daily basis by application of "FIFO Method".
- Daily analyzing of reports submitted by the Executives For Yearly Newspaper Subscriptions.
- Timely Collections of Renewal Payments of Yearly Subscription.

- Worked with "**Convergys India Services Pvt Ltd**" as a **Senior CCO (Customer Care Officer)** from 14 Feb 2011 Till 2nd Aug 2014.

JOB RESPONSIBILITY:

- Advance role in resolving customer issues related to billing and Critical issues.
 - Update of Customer Details and Bill Plans as requested by the customer.
 - Communicate via e-mail or by Telephone to the customer regarding any changes done to their account.
 - Resolve Ombudsman related Claims and Queries on Priority.
 - Tools used are Angus, ICON, Opom, Arbor, SOS, and Merlyn For customer support.
 - Process Claims for faulty landline services.
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- Worked with "**Bagh Bahar Appliances Pvt Ltd**" For "**Samsung Consumer Electronics**" as a **Channel Sales Executive** from 5th Jan 2015 till 1st March 2018.

JOB RESPONSIBILITY:

- Work with Channel partners to develop sale proposals, quotations, and pricings delivery of product.
 - Communicate up-to-date information about new products and enhancements to Channel partners.
 - Develop positive working relationship with Channel partners to build business.
 - Address Dealer related issues, sales conflicts and pricing issues in a timely manner.
 - Analyze market trends and accordingly develop sales plans to increase brand awareness.
 - Manage Electronic Goods sales activities of Channel partners to generate revenue.
 - Achieve Monthly Sales targets For Refrigerator, LED TV's, Washing machines, Microvave Ovens and Air conditioners.
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- Worked With "**Usha International LTD**" as a **Territory Manager** from 2nd April 2018 to 31st Jan 2019

JOB RESPONSIBILITY:

- Building and maintaining relationships with convenience stores within the specific territory
 - Meets assigned Electric Fans targets for profitable sales volume and Strategic objectives in assigned Channel partner accounts
 - Daily analyzing the distributor territory reports submitted by the LASM Field Force
 - Majorly manage Timely Collections on regular basis For Direct Dealers And Distributors.
 - Identify, recruit and on-board new channel partners For Electric Fans within assigned territory
- Worked With “**V-guard Industries Ltd**” as a **Senior Executive Marketing** from 15th Feb 2019 to 30th Sep 2020.

JOB RESPONSIBILITY:

- Analyze market trends and accordingly develop sales plans to increase brand awareness.
- Manage sales activities of Channel partners to generate revenue.
- responsible for meeting and exceeding set sales targets for Electric Fans, Air coolers, Mixer Grinders, Inductions, Gas Stoves and Rice cookers.
- Managing existing partners as well as Appoint New Trade partners to drive maximum sales and total partnership potential.
- Communicate up-to-date information about new products, Schemes and enhancements to Channel partners.
- Maintain daily, Weekly Monthly Sales Report of Channel partners to ensure achievement of timely Schemes.

ACADEMIC QUALIFICATION

- ✓ Bcom Graduate from "University of Mumbai" in 2009 Securing 60%.
- ✓ H.S.C from "St . John the Baptist high school" (Maharashtra State Board) 2005 Securing 43%.
- ✓ S.S.C from "St. John the Baptist high school" (Maharashtra State Board) 2003 Securing 55%.

PERSONAL PROFILE

Father's Name : Salvador Fernandes
Date of birth : 29th JULY, 1986.

Language known :English, Hindi, Marathi & Konkani
Nationality : Indian
Marital Status : Married
Hobbies : Music & Movies

MAILING ADDRESS:

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DATE:

PLACE: - Goa

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