

**S.R. VENKATESH**

**Wilson's Asha Appt  
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3<sup>rd</sup> Main Road,  
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Chennai-600 116.**

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**Objective**

Regional Manager with 20 years of successful sales & leadership experience in my profession & supporting with Country Head by conducting in-depth market research developing and creating the new market in Building materials domain. I have a thorough marketing & geographical knowledge of Tamil Nadu & Kerala Market..

Experience in Sales & Marketing.

Experience in Channel Sales , Distributor Sales , Direct Sales & Project Sales.

Experience in analytical skill and Team handling.

Experience in Brand specification from Architect.

**Professional Experience**

Regional Manager – Sales.    December 2020 – Feb 2022

(Tamil Nadu & Kerala).

BISAZZA INDIA

Bisazza India Private Limited.

Mumbai .

Head Quarters – Chennai.

- Meeting Architect for Brand Specification.
- Inactive Dealer to Active Dealers
- Coordinate between the Architects & Designer Team.
- Implement strategic goals for sales.
- Regular follow-up with sales force & managing the dealers.
- Finalize deal and insuring proper delivery & payment collection.
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**Regional Manager – Marketing .     December 2012- November 2020**

( Tamil Nadu & KERALA ).

Gemstone Glass Pvt Ltd (Trend Group SpA.) ( BUILDING MATERIALS EXPER )

(Formerly Pino Bisazza Glass Pvt Ltd.)

Ahmedabad .

**Head Quarter – Chennai.**

- ✓ Developing the Brand
- ✓ To meet the Architect & Interior Designer
- ✓ Meeting with Pool contractors.
- ✓ Appointing Dealers
- ✓ Maintain the commercial discipline in sales.
- ✓ Co ordinate with Designer & Architects.
- ✓ Prodcuts – Glass Mosacis

Territory Manager – Marketing –Tamil Nadu

Oct 2005 – Nov 2012.

Italia Group (Formerly Palladio Glass Ltd) ( BUILDIN MATERIALS SALES EXPER )

4<sup>th</sup> Floor, Samaan II,

Annand Nagar,

Ahmedabad – 380 015

Gujarat

Head Office : Gujarat, Head Quarters – Chennai

- Received the Award for Overall Excellence in 2009-2010.
- Another Award for Highest Growth in Palladio Brand in 2009-2010.

- Growth of the sales is 52% in overall sales
- To meet Architects for products specification
- Order follow up to Builders, Contractors & Engineers also.
- To Identify the Projects and follow ups for orders
- Controlled the branch expenses
- Trained to Marketing Executive & Sr. Executive
  
- Motivate the Tamil Nadu Sales Teams & Handle the Branch.
  
- Appointing dealers & sub dealers & maintain the target for each dealers.
  
- Join us Executive – Marketing at Madurai after that transfer to Coimbatore, after once again transfer to Chennai & Promoted us Territory Manager for the Tamil Nadu
  
- Handle 5 Brand & 4 products
  
- Assisted to Sr.Manager & Maintain the yearly sales budget.
  
- Products – Glass Mosaics, Porcelin Mosaics, Tiles & Glass Bricks.

Sales Executive – Madurai

Oct 2001-Sep 2005

Murdeswar Ceramics Ltd ( BUILDING MATERIAL VITRIFIED TILE SALES EXP ).

Murudeshwar Bhavan

Golsur Road

Hubli

Regional Office : Chennai, Branch Office : Madurai.

- Meeting with Architects for Products Specifications.
- Order follow up to Builders , Contractors & Engineers
- To co-ordinate with Dealers and sub-dealers
- To collect the payments from Dealers
- To handle the Depot Sales and Collection.
  
- Lunching the Naveen Vitrified Tiles in down south Tamil Nadu area.
  
- Products – Naveen Vitrified Tiles

**Sales Executive – Madurai**

**April 2000-Sep 2001**

**EUREKA FORBES LTD. ( HOME APPLIANCES EXPERIENCE )**

Chennai.

Zonal Office - Bangalore, Branch Office - Madurai.

- To Promote Forbes Vaccum Cleaner and Water Purifier
- To Appointing Distributors and Dealers
- To Maintain the Stock at Distributor and Dealers
- To collect the payment from distributors.
  
- Trained to dealers sales person & ISR. For the every quarterly basis
  
- Products – Vacuum Cleaner & Water Purifier

**Sr. Sales Officer**

**March 1996 – March 2000.**

**TYCHE PERIPHERALS SYSTEMS LTD. ( OFFICE AUTOMATION EXPERIENCE)**

6-3-663/E/501, 502

5<sup>th</sup> Floor, “Diamond House”

Panjagutta

Hyderabad – 500 082.

Branch Office – Madurai.

- To sell Electronic Cash Register and Note Counting Machine
- Direct Marketing Experience
- Reporting to Area Manager

Academic Qualification.

P G. M.A. ( Public Administartion) from Madurai Kamaraj University 1994 – 1996.

Specialised Subjects :

- M.A. in Public Administration

Computer Skill.

- Knowledge in Computer Operations and Internet.
- Microsoft Windows.
- Power Point Presentation and word, excel.

Personal Datas.

Date of Birth : 23-05-1969

Marital Status : Married, 1 Male Kid

Vehicle : Having Four Wheeler & Two Wheeler.

Salary : Negotiable.

