

S N Aaditya

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SUMMARY: 19+ Years of experience in the field of Building Materials, having met lots Builders & Developers, Architects and Interior decorators. Rich experience in team handling and better understand in Regional Sales Management / Area Sales Management / Business Development / Sales / Marketing.

FREELANCE (Building material)

Duration April 2019 to till date

Responsibilities:

- Approaching builders & developers and Architects for orders and payments.
- Coordinating with suppliers with regard to execution of orders.
- Supervising /inspecting customer complaints, if any.
- Follow up with new clients.
- Searching for new clients for sales.
- Setting personal target to achieve sales volume.
- Searching Dealers as per customer budget.

SIMPOLO VITRIFIED PVT LTD

One of the well-known manufacturers of tiles.

Designation: Area Sales Manager.

Reporting to: Regional Manager Duration:
Sep 2018 to March 2019

Responsibilities:

- Appointing new dealers for tiles in assigned region.
- Approaching Builders for orders and payments.
- Approaching Architects and interior decorators for brand development, orders and new aquitence.
- Coordinating with principals with regard to execution of orders.
- Supervising /inspecting customer complaints, if any.
- Sourcing new vendors
- Meeting daily visits as per plans.

VINTAAGE GRANITES.

One of the well-known dealer of granites.

Designation: Manager - Sales

Reporting to: Managing Director

Duration: Jan 2011 to Jul 2018

Responsibilities:

- Approaching builders, developers and Architects for orders and payments.
- Preparation and participation in tenders.
Coordinating with principals with regard to execution of orders.
- Area mapping for new projects coming up.
- Participating in Exhibition.
- Meeting the target set by the company.
- Making sure company must achieve 5 to 10% margin in all orders.
- Visited entire Karnataka State for orders.

BAGLA MARKETINGPVT LTD, Bangalore

Distributor for many well-known products like Hind ware steel sinks, Zuari furniture, Magic Woods bath vanities etc.

Designation: Sales Executive Corporate sales.

Reporting to: Business Development Manager Duration:

Feb 2002 to Dec 2010.

Responsibilities:

- Appointment of new Dealers.
- Maintenance of new orders, execution and maintenance of sales.
- Approaching builders, developers and Architects for orders and payments.
- Follow up with vendors.
- Meeting day to day sales activities daily.
- Achieving sales target set by the company.

EAGLE PRODUCTS, Bangalore

Service provider of wire connecting harness company.

Designation: Executive-Corporate

Sales. Reporting to: CEO

Duration: March 1997 to Jan 2002

Responsibilities:

- Approaching corporate companies for orders
- Coordinating with principals with regard to execution of orders.
- Meeting companies with requirement of wire connecting harness.
- Achieving sales targets set by the company.
- Expertise in preparing wire connecting harness as per drawing given by the clients.

Personal Profile:

Name : S N Aaditya

Father's Name : A N Subba Narasimham

Date of Birth : 23rd April 1981

Age : 41 years

Sex : Male

Qualification : B.Com Bangalore University

Marital Status : Married

Address : #9 2nd floor, 80feet main road,
Chandra Layout Vijay Nagar,
Bengaluru-560072

Languages Known : English, Hindi, Kannada, Telugu, and Tamil.

Interests:

- Interest in knowing about new inventions.
- Book reading.
- Listening to Music

Thanking You,

(S N Aaditya)