

NARAYANARAJU CH.

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### **Career Objective:**

I look forward to associate myself with an organization, where an opportunity to share, contribute and upgrade my knowledge for development of and served.

### **Summary of Experience:**

- 15+ Years of marketing experience in (Channel sales & project sales) building material industry (Ceramics and vitrified) expertise in client development, customer service and product position, distribution management.
- As marketing professional involved in direct marketing for institutions, government sector, contractors and managing Business pertness.
- Analyzing the market competition and conduction market research to identify opportunities.

### **Professional Experience:**

#### **Job# 1**

Organization : SILVER PEARL TILES I PVT LTD , IBIS  
Products : Ceramic wall tiles and Pearl quartz Stone  
Designation : Regional Manager A.P.  
Territory : Total Andhara Pradesh.  
Work Experience : 2014 November to Till Date

#### **Job# 2**

Organization : CENGRES TILES LTD  
Products : Vitrified and wall tiles  
Designation : Area Sales Manager  
Territory : Chitoor, Ananthapur, Kadapa and Kurnool.  
Work Experience : 2014 January to 2014 Nov

**Job#3**

Organization : CRYSTAL CERAMIC INDUSTRIES PRIVATE LTD  
Products : Ceramic porcelain and Vitrified Tiles  
Designation : Area Sales Manager  
Territory : West Godavari, Krishna, Guntur, Prakasam, Nellore, Chittoor  
Work Experience : 2012 November to 2014 January

**Job Responsibility:**

- Responsible for sales of CRYSTAL (Ceramic Tile , Porcelain and Vitrified tiles)
- Handling existing accounts and getting repeat business through good account management
- Meet the architects and engineers and builders and Appointing dealers.
- Pricing decisions
- Meet the end user requirements.

**Job# 4**

Organization : ORACLE GRANITO LTD  
Products : Vitrified Tiles  
Designation : Sr. Sales Executive  
Territory : Prakasam, Nellore, Chittoor  
Work Experience : 2007 November to 2012 October

**Job Responsibility:**

- Responsible for sales of MARBITO (VITRIFIED TILES)
- Handling existing accounts and getting repeat business through good account management
- Appointing dealers
- Pricing decisions
- Meet the end user requirements

**Job# 5**

Organization : HDFC  
Products : PERSONAL LOANS  
Designation : Sales Executive  
Territory : Rajahmundry  
Work Experience : OCT 2004 TO OCT 2007

**Job Responsibility:**

- Identify the customers who need small personal loans

- Distribution pamphlets, and vesting all govt offices
- Distributing loans as per company norms

### **Job# 6**

Organization : PRATYUSHA AUTO MACHINE  
Products : Xerox machines and fax machines  
Designation : Sales Executive  
Territory : Rajahmundry, Kakinada and Eluru  
Work Experience : May 2000 to OCT 2004

### **Job Responsibility:**

- Responsible sales of MODI XEROX (Xerox Machines, Fax Machines)
- Achieving quarterly targets
- Vesting all corporate offices, and govt offices
- Meet the end-user requirements

### **Educational Qualifications:**

**B.COM** from Andhra University, V.T. College Rajahmundry.

### **Technical Skills:**

Type writing English lower and higher telugu lower

### **Achievements:**

- Consistency in achieving the given targets of sales
- Excellent range selling
- Good rapport with the trade network

### **Personal Details:**

Name : NAGAVENKATA SURYANARAYANA RAJU. CHIRANJEEVI  
Fathers Name : Lakshmi Narasimha Raju  
Date of Birth : 23<sup>rd</sup> April 1977  
Marital Status : Married  
Languages Known : English, Hindi and Telugu  
Religion : Hindu  
Address : Dr. No. 103-5-293/30, Ramadevi Gardens Road Rajavolu, Pin: 533124

Date:

Place:

