

<div>K. Ravi</div> <div>Date of birth : 15-03-1972</div>	<div>Contact Details</div> <div>Mobile : 08220013123</div> <div>kravialz@yahoo.com</div>
<div>Address</div> <div>12/54, K.Pappa Bhavan, Pallotti Church Second Street, Thirunagar, Madurai-625006</div>	
<div>Objective</div> <div>To attain a position of Senior Management in which my communicative and managerial skills will have the necessary application.</div>	
<div>Key Skills</div> <div> <ul style="list-style-type: none"> • Have good experience and the capacity to adopt new concepts with due responsibilities. • Have adequate knowledge regarding marketing and sales support. • Remarkable ability of managing, planning and budgeting, • Excellent communication and demonstration skill. • Experience in designing attractive presentations, marketing campaigns and strategies. • Responsible, hardworking and creative mind. </div>	
<div>Work Experience</div> <div> <div>WESTERN INDIA CERAMICS PVT LTD.</div> <div>Jul 2019-TILL DATE</div> <div>Tamilnadu Sales Head</div> <div> <div>Job profile:</div> <ul style="list-style-type: none"> ✓ Locating new areas to improve the sales. ✓ Giving training to dealer boys. ✓ Improving sale through ongoing projects. ✓ Arranging sales meet to encourage layers. ✓ To complete the payment part from the dealers. ✓ To encourage team members to achieve the company's target. </div> </div>	

SWASTIK CERACON LTD / CENGRES TILES LTD**June 2014- June 2019****Regional Manager****Job profile:**

- ✓ Locating new areas to improve the sales.
- ✓ Giving training to dealer boys.
- ✓ Improving sale through ongoing projects.
- ✓ Arranging sales meet to encourage layers.
- ✓ To complete the payment part from the dealers.
- ✓ To encourage team members to achieve the company's target.

SIMPOLO VITRIFIED LTD, Chennai**Apr 2011 to May 2014****Area Manager****Job Profile :**

- ✓ To Appoint New Dealers to promote the products.
- ✓ Provide certain features for developing efficiencies for operating various distributions through regular associates with potential stores as well as distributors.
- ✓ Carry out certain measures for increasing companies annual sales in the region.
- ✓ Supply work flow management with due aggressiveness for development in production level.
- ✓ Implement sales scheduling, oversee loss prevention curriculum.
- ✓ Supervise all stock in dealers point for continuous supply of tiles.
- ✓ Employ or terminate, teach, control and develop managers.
- ✓ Organize widespread marketing, merchandising and sales functions.
- ✓ Giving schemes to dealers to promote good sales the region.
- ✓ Organizing dealers meet.
- ✓ Collection of payment.
- ✓ Handling the sales team to achieve the company set Targets.
- ✓ Provide necessary actions for maximizing sales in dealer's outlets.

VARMORA GRANITO PVT LTD,**Sr.Area Manager****Feb 2010 to Mar 2011****Job Profile:**

- ✓ To Appoint New Dealers to promote the products.
- ✓ Carry out certain measures for increasing companies annual sales in the region.
- ✓ Implement sales scheduling, oversee loss prevention curriculum.
- ✓ Provincial storehouse accountability; supervise all stock.
- ✓ Employ or terminate, teach, control and develop managers.
- ✓ Organize widespread marketing, merchandising and sales functions.
- ✓ Giving schemes to dealers to promote good sales in the region.
- ✓ Organizing dealers meet.
- ✓ Collection of payment.
- ✓ Handling the sales team to achieve the company set Targets.
- ✓ Provide necessary actions for maximizing sales in dealer's show room.
- ✓ Exclusive company show room was done in Tirunelveli for slab sales.

MURUDESHWAR CERAMICS LTD	
Asst. Manager Sales	Dec 2005 to Jan 2010
Job Profile:	
<ul style="list-style-type: none"> ✓ To Appoint New Dealers to promote the products. ✓ Giving schemes to dealers to promote good sales in the region. ✓ Organizing dealers meet. ✓ Collection of payment. ✓ Sales team to achieve the company set Targets. ✓ Handled two show rooms (Madurai and Nagerkoil). ✓ Organizing build expo and arch met in my zone. 	
Special Projects Handled	
<ul style="list-style-type: none"> ✓ L & T Project at Madurai. ✓ LIC Building at Madurai 	
Allianz Bajaj Life Insurance co Ltd.	
Sales Team Manager	July 2003 to Nov2005
Job Profile:	
<ul style="list-style-type: none"> ✓ Recruit Agents for Life Insurance Selling. ✓ Training them as per IRDA Norms & Company. ✓ Ensure Commitments & meet Sales targets. ✓ To go to next level as company norms. ✓ Regular weekly meeting with agents. ✓ Organized a painting competition in K.V school to create the Insurance awareness. 	
BPL Wireless Tele & Services Ltd.	
Asst. Sales Manager	May 1997 to June 2003
Job Profile:	
<ul style="list-style-type: none"> ✓ Handled 12 dealers & 5sub_dealers network in Madurai, kodai & Ramnad. ✓ Recruited 40 ISA's for Madurai to do direct marketing. ✓ Appointing new dealers/sub-dealers, retail outlets in rural areas. ✓ Collection agents recruitment. ✓ Sending daily activities reports like payment collection, sales & territory comp. activities. ✓ Railway campaign, petrol pump campaigns by MBA students. ✓ Project done through MBA students for company's branding in Madurai. 	

Shaw Wallace & Company India Ltd**Sales Executive****June 1994 to Apr 1997****Job Profile:**

- ✓ Taking the stock- in and stock-out on daily basis.
- ✓ Organizing dealers meet.
- ✓ Add. Awareness through Auto Display, Banners & Tanglers.
- ✓ Giving schemes to dealers and retail outlets to promote good sales in my region.
- ✓ Fixing targets to dealers and sub dealers& retail outlets.
- ✓ Promotion of new products.
- ✓ Collection of payment and deposit it to company's account.
- ✓ Training to the dealer executive.
- ✓ Adding up the dealers list to increase sales.

Education

1992 to 1994	Master Degree in Economics (Econometrics) I Class Maharaja Siyaji Rao University. Baroda
1989 to 1992	Bachelor Degree in Economics (I Class) College, The American College, Madurai Kamaraj University, Madurai.
1988 to 1989	12th, Economics Discipline School, Kendriya Vidyalaya, Madurai.

Languages known

English	Hindi	Tamil	Gujarathi
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Personal Details

Father's Name	<ul style="list-style-type: none">• Karuppaiah.S• Indian air force officer (Retd.)• Car
Father's occupation	
Owning	
Sex	<ul style="list-style-type: none">• Male
Marital Status	<ul style="list-style-type: none">• Married
Nationality	<ul style="list-style-type: none">• Indian
Religion	<ul style="list-style-type: none">• Hindu

TIME

Joining Time	: Would Require 30 Days
Salary earned	: 10.0 Lakhs

Place : Madurai

Date :