

# G HEMANT RAVISHA (R N RAVISH RAO)

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#37, MHN Paradise, Flat No.301, 3rd Floor, Janapriya Abodes Layout, Kenchena halli, Rajarajeshwari Nagar  
Bengaluru, Karnataka

## Professional Summary

- Around 30 years of working experience in cement, steel, pipes, insulation materials division in the area of marketing.
  - Working experience in Projects & Retail Sales across the states (strong hold in South Karnataka) Chennai, Hyderabad, Trivandrum, Coimbatore and Cochin.
  - Successful team leader with good communication and interpersonal skills.
  - Achieved more than 50 crores of business transactions.
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## Experience

- Develop short term and long term sales target, making business plans to achieve the target.
  - Identify and develop new customer and maintain good relation to achieve business expansion.
  - Study the market trends and competitor's move and develop plan to meet the challenges.
  - Conduct sales campaign, product launching and market promotional activities like Engineers & contractors meet, plumbers meet, etc
  - Study and implement best suited sales distribution system and network with customer, dealer and warehouse.
  - Customer payments collections target/monitor the progress and ensure an outstanding payment within the payment period.
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## Employment History

### Senior Business Development Manager

Buildtek Polymers Private LTD

Present

### Area Manager

Prince Group

1 year

### Manager Project Sales

Vectus Industries LTD

3 years 6 months

### Senior Executive Marketing

Kisan Mouldings LTD

2 years 6 months

### Senior Business Development Manager

Jindal Tubes Private LTD (Unitech Business Inc)

4 years

**Asst. Marketing Manager**

Manavi Marketing Private LTD

**7 years Senior Marketing  
Executive**

Hi-Tech Insulation Private LTD 8  
years

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**Education**

Diploma in Civil Engineering

Department of Technical Education

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**Languages**

English, Kannada, Hindi