

## PROFESSIONAL DATA

**C.SANJEEV KUMAR**  
**Sales & Marketing Manager**

**Mobile : 7806800568**  
**Mail : [nimmikumar17@gmail.com](mailto:nimmikumar17@gmail.com)**

### CONTACT

21/1, Sripathy Nagar,  
15 Velampalayam,  
Tiruppur-641603  
Mobile : 6380437813  
Mail:  
[sanjeev14091981@gmail.com](mailto:sanjeev14091981@gmail.com)  
D.O.B. 14.09.1981

### SKILLS AND ACTIVITIES

- External Sales & Internal Sales Representative
- Counter Sales
- Proficient in Excel & Word
- Advanced Knowledge in dealer, networking, Sales and Collection
- Stock Control
- Basic Training given to the freshers
- Petty cash
- Reports on Stock, customer visits, complaints and questions
- Student Co-ordinator of State Level Technical Symposium in IMPETUS, 2003.
- Donated Blood to Indian Red Society
- Studied Hindi

### EDUCATION

- 2003 D.M.E (MECH)
- 1999 I.T.I., FITTER (N.C.V.T)
- 1996 S.S.L.C.

### SUMMARY

I am innovative person with the ability to learn faster. I have been in sales for the past 17 years and have a good concept of what is needed in this field. I am proficient in Pastel, Excel, Word and have good basic knowledge of Sales and Marketing. Seeking mid-level assignment in sales and Marketing with an organization of high respect. Location Preference :All over India, Universe.

### EXPERIENCE

#### **SALES MANAGER @ H.K.JEWELS PVT LTD., South TamilNadu. (Mar 2020 to Aug 2022)**

- Establish full scale sales operation, duties include developing database systems, developing sales and marketing strategies.
- Implementing strategic marketing and sales goal and leading a team of 20 sales Executive and Technical Sales Staff.
- Identifying market demands & Trend, Establishing business in New market domains.
- Ensuring Prompt after sales services, establishing strong buyer-seller relationship and Achieving maximum customer satisfaction.

#### **SALES MANAGER @ RUBILUX PAINTS PVT LTD., Tamilnadu Regional (May 2015 to Feb 2020)**

- Organized and prioritized work to complete assignments in a timely ,efficient manner.
- Served as a friendly hardworking, worked well independently and on a team to solve problems.
- Customers visit,orders, complaint, and reports to higher management there of on regular basic.
- Ensuring Stake holder management who are inversed on to The brand inform of distribution partners.
- Responsible for performing ,planning ,organizing staffing, directing and controlling sales & Marketing function for the organization.
- Took care of the care planning and allied activities on behalf the company individually.
- Developed and suggested various offered and support given to the dealers.
- Building long term relationship with clients and customers.

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## **LANGUAGES**

- Tamil \*\*\*\*\*
- English \*\*\*\*\*
- Hindi \*\*\*
- Telugu \*\*

## **HOBBIES**

- Playing Cricket
- Solo Travelling
- Reading Books
- Meeting New People

## **SALES MANAGER @ PUPA CERAMICS PVT LTD., Tirunelveli (March 2012 to April 2015)**

- Developed division is main objectives and Sales targets.
- Managed the structuring and closing of the deal with new customers.
- Compiled and Maintained and comprehensive customers profile
- Produced daily , weekly and monthly activity reports and forecasts.
- Ensures inventory levels are adequate to support sales through personal review, intervention, and frequent communication with management.

## **SR.SALES OFFICER @ SAKTHI MASALA PVT LTD., South Zone (Sep 2009 to Feb 2012)**

- Revenue Targets
- Customer inventory monitoring
- Expand Market coverage
- Manage Trade promotion claims
- Prepare monthly analysis reports.

## **PREVIOUS ASSIGNMENT**

- SUPERVISOR @ AVL ENGINEERING PVT. LTD.,  
AUG 2005 to AUG 2007
- SUPERVISOR @ JANO ENGINEERING PVT LTD.,  
Tuticorin , AUG 2004 to JULY 2005.

## **EDUCATION DETAILS**

- 2003- D.M.E.(Mech) Morning star Polytechnic college, Nagercoil
- 1999- I.T.I (Fitter) N.C.V.T. Govt I.T.I ., Pettai, Tirunelveli
- 1996- S.S.L.C Subbiah Vidyalayam Boys Higher Secondary School, Tuticorin.

## **ACHIEVEMENTS**

- Delivered 100 % Customer satisfaction results and ensured that the team achieves to the target at PUPA Ceramics, Tirunelveli.
- Successfully attained the target 265 dealers in 26 days with customer satisfaction rate of 96% @ Sakthi Masala Pvt Ltd., South Zone

## **DECLARATION**

Declare that the above mentioned details are true.

**C.SANJEEV KUMAR**

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