



LINGARAJ HIREMATH

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CAREER OBJECTIVE

To work under efficient and professional management so as to gain extensive knowledge in the field of Marketing and to strive hard for the success of both organization and the individual.

My career growth objectives are essentially long - term oriented and is not merely remuneration driven but depends on opportunities to learn advanced new concepts and skills.

SUMMARY

A successful career in building material, Glass Mosaic, Tiles & cement industry spanning more than 19 years in sales & marketing. I am hard working with an ability to grasp the situation on hand. Believe in team working and discipline & successfully completed all type of project, target works assigned to me from time to time. Enjoy working of tight schedule and targets and always lead from the front & exposure to international market

Business Development

- Conceptualize and implement business development strategies to enhance profitability.
- Identify and develop new streams for revenue growth and generate business in the untapped markets
- Explore revenue-enhancing opportunities through implementation of effective pricing strategies.
- Conduct competitor analysis by keeping abreast of market trends and achieve market share metrics.

Sales & Marketing

- Develop sales & marketing plans to build consumer preference and drive volumes
- Utilize public information and personal network to develop marketing intelligence for generating leads.
- Analyze & review the market response / requirements and communicating the same to the marketing teams for coming up new applications.
- Lead, train and motivate teams ensuring their career development and positive contribution to the company.
- Successfully participated in exhibition & launch of new high end- product range

Channel Management

- Identifying and networking with financially strong and reliable dealers and channel partners, resulting in deeper market penetration and reach.
- Evaluating performance & monitoring distributor sales and marketing activities.
- Responsible for demand forecasting & managing inventory pipeline, ensuring ready availability of products as per the market demand.
- Client Relationship Management (CRM)

- Identifying prospective clients, building relationship with the existing ones and analyzing their needs for repeat / referral business.
- Interfacing with clients to understand their requirements & recommend viable solutions.
- Collecting & collating feedback from clients to identify areas of improvement in the service level and making the techno commercial offer.

Specialties: Branding And Identity, liaising with Architect, Interior designers, Builders, contractors & end Clients

Recent Career Timeline & Work Experience.

Dec 2017 to Present

Modernizing Trends Private Limited

MTPL is known for concept selling company & bringing world best product to India, under the umbrella of MTPL, many brands & represents in India as a India Pvt Ltd for these company, MTPL have expertise in plumbing & drainage & exhaust system & cooling system & Modular kitchen & many more, Working as a **Asso Vice President** from Dec 2017 to till date,

Tece: TECE manufactures and sells its domestic engineering solutions
 Giacomini: World leader for PEX Plumbing solution
 Bongio: Designer CP product
 Lunos: Exhaust & ventilation systems
 Sinikon: Drainage System
 Berloni: Modular Kitchen/Modulnova

Job Responsibility

Designing sales and marketing strategies, and overseeing the accounts of the most important clients. Product placement in the market & expand market share, enhancing the channel & distribution segment, strongly penetrating to the projects, Architect & Interior designers, product specifying in the high end projects, Motivate to the sales team & territory development

- Team assessing sales performance
- Represent company representative at industry meetings, conferences, and events in order to gain insights into the various luxury brands and how they can be marketed
- Accomplishes marketing and sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling and disciplining employees
- Achieves marketing and sales operational objectives by contributing marketing and sales information and recommendations to strategic plans and reviews, resolving problems, identifying trends
- Determines annual and gross-profit plans by forecasting and developing annual sales for regions; projecting expected sales volume and profit for existing and new products; analyzing trends and results; establishing pricing strategies; recommending selling prices
- Budgeting for evaluating advertising, merchandising, and trade promotion programs
Protects organization's value by keeping information confidential

GEMSTONE GLASS PVT LTD 2nd April 2017 to till 31 September 2017

Gemstone Glass Pvt. Ltd. Company is the largest manufacturer of glass mosaic in the country. www.trend-group.com, Established in 2000, in Kadi, Gujarat, India, Gemstone Glass Pvt. Ltd., is backed by **TREND Group S.p.A., Italy**. has been the source of procurement of glass mosaic for Trend Group's worldwide operations. ISO 14001:2004 certified. Working as a **Vice President(VP) Marketing** since from April 2017 to till 31 September 2017, In India product is marketed in the name of Pino Premium, Product with high end glass mosaics & complete customized products, highly recommended by Architects & interior designers, application interior & exterior surface

Terrazzo Dubai Co. LLC 28-02-2015 to 31ST March 2017

Worked as **Manager Marketing** with **Terrazzo Dubai Co LLC, Local sponsor by DulSCO, based at Doha, Qatar**, company manufacturing & trading organization engaged in production and processing of material for construction industry in GCC for the past 30 years. It is one of the largest manufacturer in GCC Region, ISO certified company, specialized in flooring solutions like Mosaic tiles, Precast, GRP, GRC, Rotomould, Marble and Granite, Epoxy Designer Floorings & pre-fabricated buildings

Job Role & Responsibility: business plan of the company, responsible for the wide product range recognition in the market, in order to increase the business and the market value & strength of the company. Developing and negotiating strategies, develop the company's USP's

The Major Customer are Doha Metro / Qatar Rail / Govt Sector Kahramaa projects / L & T / Shapoorji / Redco / HDK / ITC / UCI / QBEC / Brookfield / Gulf contracting / Gulfar/etc....

Pino Bisazza Glass Pvt. Ltd March 15 2013 to Feb 27-02-2015

Present Working with Pino Bisazza Glass Pvt. Ltd. Company is the largest manufacturer of glass mosaic in the country. www.trend-group.com, Established in 2000, in Kadi, Gujarat; **Pino Bisazza Glass Pvt. Ltd., is backed by TREND Group S.p.A., Italy.** has been the source of procurement of glass mosaic for Trend Group's worldwide operations. ISO 14001:2004 certified. Working as a Regional Manager for ROM & Goa since from March 15 2013 to Feb 27-02-2015

GRAFFITI INDIA PVT LTD 2nd March 09 to 14 March 2013

Worked with GRAFFITI INDIA PVT LTD is the premium designer tile company, mainly architect based product with wide range in their portfolio, and product caters in ABCD segments. Working as Assistant General Manager for ROM & Goa, MP from 2nd March 09 to 14 March 2013

JOB RESPONSIBILITY:

Heading entire territory for sales & marketing, increasing the revenue to the company and leading the team from the front assisting team for closing the orders. Exploring new market, product specification, Experience in handling dealer, distribution direct & institutional sales, Ensure sales realization, manage & retain customers, Ensure pricing strategy is implemented, Manage customers & key account

Company: Refin, Italgraniti, FAP, Marazzi etc

Rehau Polymers Pvt Ltd 31st March 2008 to 27 Feb 2009

Worked with German Company Rehau Polymers Pvt Ltd is the premium worldwide brand for polymer-based innovations and systems in construction, automotive and industry, working as Sales Manager - Window & Curtain Walling Tech for West India since from 31st march 2008 to 27 Feb 2009

Have been to China for Product training

JOB RESPONSIBILITY:

Responsible to manage key aspects of project management a Scheduling, Resource Allocation, Reviews with customers, Project cost management as per allocated budget, ensuring project delivers as per target, resource utilization etc Developing infrastructure & competency to execute

such large project finalizing an agreement to deliver services as per project scope Developing competency Supporting Sales team on offer development
Leveraging global experts to meet the competency gap at local level Responsible to drive asset management services business goals with sales team Install Project management processes, measure customer satisfaction & drive continuous improvement.
Identifying new projects, working with internal business development people to get the specifications, following up and closing sales with large Developers/ Builders, large fabricators, architects /consultants.

PALLADIO GLASS LIMITED Oct 2003 to 29 March 2008

Worked with PALLADIO GLASS LIMITED, It's marketing world-class glass mosaic in collaboration with Trend Group, Italy. Working as a Area manager Marketing, based in Pune. Area handling ROM,Goa,part of CG & MP Since from Oct 2003 to 29 March 2008.

Responsible for generating sales through Architects, Interior Designers, Private and Govt. Projects, dealer – distributor network. Building and strengthening relations with customers, trade execution of sales promotion activities.

Our products are largely used in Building Material Industry for Interiors as well as Exterior Application.

PREVIOUS EXPERIENCE:

Worked with Flaminco refractories (P) Ltd, it's a well known Tile Bond wall & Floor tile Adhesive Also water proofing products, as a “Area Sales Manager” For western Maharashtra, Karnataka, AP & Goa, Base in PUNE since June 2003 to Sep 2003.
Flaminco refractories (P) Ltd , from Goenka's group. FRPL is committed to transparent working with focus on customers and quality. The marketing Head office is at in NAGPUR (MH), the plant is situated in Pallari village, Seoni(MP)

RESPONSIBILITY:

Ensure service through Dealer's as well as personal calls at appropriate intervals to Builders/Architects/other institutional customer comprising his territory.
Retain & attain market share objectives through above and professional selling skill. Study competitor's activity and recommend appropriate action plan to meet adverse effect on our business

- ◆ To Achieve Sales Targets
- ◆ Administration
- ◆ Training & Motivation of Dealers/Employees on
- ◆ Dealer Selection/performance Review
- ◆ Information
- ◆ Team Works
- ◆ Control Costs
- ◆ Effective Management of C&FA in the area
- ◆ Review & upgrade infrastructure

PREVIOUS EXPERIENCE:

Worked with Vasavadatta Cement Ltd. As a “GET” since May 1997 to 30 May 2003 Vasavadatta Cement Ltd. (ISO-9002) is a unit of B.K.Birla, Vasavadatta Cement Ltd is a modern venture of this group in India with a capacity of 1.3 MTPA. With major machinery from – Germany, this company endeavors to manufacture high quality PPC AND OPC CEMENT.

PREVIOUS EXPERIENCE:

Worked with BELL CERAMIC LTD. As Graduate Engineer Trainee from Feb 1997 to may 1997

PROFESSIONAL QUALIFICATION:

Bachelor Degree in Engineering specialized in **CERAMICS & CEMENT TECHNOLOGY** from Gulbarga University, Karnataka. in 1996 with 65.5%, The major subjects studied during engineering are

- **CEMENT**
- **REFRACTORIES**
- **MATERIAL SCIENCE**
- **PROCESS CALCULATIONS**

Key Result Areas:

- Exposure to International Market
- Overall responsibility of managing the regional activity, sales & marketing operations. Shall develop and be responsible in achieving Group target, map medium term and long term planning along with superiors.
- As a key member of the regional team, creating the strategy for the future business opportunities to meet the overall business objectives including projects and revenue
- Build up the team which will encompass quality, sourcing, achieving objects. The key deliverable for my role would be ensuring the Sales with consistency to achieve the target.
- Analyzing various requirements with respect to manpower/staff as well as monitoring the entire region activity for ensuring not lag behind.
- Be responsible for regional all operational decisions and for effective running of region, attainment of sales targets, maintaining good PR with clients & customers & tread partner with the highest as per company policy
- Work with Team & colleagues to identify & develop the market & implementing effective result & strategies by providing leadership and direction for all activities.
- Planning short term & long term (strategic) objectives, in accordance with knowledge of the marketplace & its dynamics.

Program Conducted

Conducted Several Exhibitions, interact with various customers, architects, and builders.
Conducted live demo of new products.

IT Skill

Proficient with the usage of MS-Office, and other Internet Applications

PERSONAL DETAILS

Father's name	:	Late Shri. RS Hiremath
Date of birth	:	18 th May 1972
Language	:	English,Hindi, Kannada & Marathi
Marital status	:	Married

All above given particulars are correct to the best of my knowledge.

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