



RESUME

PRAKASH S N

OBJECTIVE:

To Secure Challenging Position in a reputable organization to expand my Learning Knowledge and Skills. Secure a responsible career Opportunity to fully Utilize My Skills , while Making Significant contribution to the success of the company.

Professional Experience Team Size + 1
SINTEX BAPL LTD. (INDIAS NO1 WATER TANK BRAND)

Location
HUBLI-KARNATAKA

As Asst/ Deputy Manager Sales –North Karnataka (Up-Country) (Nov-2021-Present)

Assigned to Manage 13 Districts in North Karnataka Market Developed Business 3 times More with in 3 Months . First Winner of 1st Branch Level **Silver Coin** Contest in Jan 2022 for appointment of 5 NEW PD,S .Managing Entire North Karnataka Upcountry Market. Appointed 10New Priority dealers within 4 to 6 Months.

PREVIOUS EXPERIENCE

SOMANY CERAMICS LTD. (REPUTED BRAND IN CERAMICS INDUSTRY)
(BANGALURU)

As Senior Territory Manager (Bath ware-Sales) Since 24th Sep 2019 –May 2020 (Retail & Projects Sales)

Senior Territory Manager (Marketing) @ North Bangalore. Handled End to End Process of Sales ,collections Order Placements from Dealer ,Distributors, Projects (Govt & Private) Govt Projects from CPWD ,MES Projects ,Projects Like Police Qtrs Etc.

JUL'18 TO MARCH 2019 WITH (V2 CIVIL DIAGNOSTICS PVT. LTD.)
(BANGALORE)

as an Assistant Manager-Marketing- (Projects Sales)

Managing the marketing of laboratory services, Quality Management Managers while coordinating with Project &Quality Manager of Small Medium & Big Builders. Handled Entire South Bangalore ..Projects order Follow-up & Part of North Bangalore Connected with More Than 100 Projects.

Nov'15-Jul'16 with Indias No1 SME ERP, A/c Software **(TALLY SOLUTIONS PVT. LTD. AS BUSINESS MANAGER.)** (Manglore)

Highlights: Monitored the end-to-end operations across Coastal Karnataka 3 star 5 Star certified partners business drive loss & profit management Successfully appointed CPs, Training Telesales Executives, Sales Force while driving activities of technical sales resource, coverage area Coastal Karnataka, Shimoga, Chickmagalur, Dakshina, Kannda rural areas like Belthangady, Sullya, Puttur

KAJARIA CERAMICS LTD. (INDIAS NO1 BRAND)
(MANGLORE)

JAN' 2010 - APR '2013

as Area Manager (Marketing-Kajaria Vitro)
Projects Sales)

(Retail &

*(Entire-Upcountry-Karnataka) Jan 2010 to August 2011 Based @ Hubli ,from
Sep 2011 to Apr'13 Based@ Mangalore.*

Highlights:

Appreciated by management for showcasing excellence in achieving sales targets for 2012 – 2013 and thereby earning the incentive worth INR 1,200,000 (ROVP –Reserve on over achievement of Volume & Performance)Increased the overall the business by 20 to 25% across the tenure by implementing competitors marketing plans breaking policy against service & betterment of our service strategies.Attained Certificate of Appreciation under Best Team Performance Gold Category in 2010-11

Jan'09 - Jul'09 with E-Zone (a venture of Future Group (HSRIL Ltd.) Indias No1 Retail
Industry

(Bengaluru) Department Manager - HI Department DEPARTMENTS -05+1 (Team Size 5+1)

Highlights: Spearheaded the team of 5 professionals for managing the sales of Tiles & Wooden Flooring, Sanitary ware, CP fittings and Electrical & Hardware across 5 departments within the showroom premises of 5000 sft

Nov'07- Dec'08 with **H&R JOHNSON (INDIA) TBK LTD.** Tile Bazzar Retail Outlet (**INDIAS NO1 BRAND**)

Assistant Manager (Team Size 1)
(Mangalore)

Highlights:

Coordinated & managed top builders & architects like Premier Builders Udupi & Mendonca Associates

Architects Business Recognized by the management for obtaining small size project orders in retail customer sales price from Reputed Builder in Udupi (Bath Fittings Order) across the tenure served with the organization.

Sep'05– Nov'07 with **Italia Glass Pvt. Ltd. & Palladio Glass Ltd** (Retail & Projects Sales)
(Manglore & Hubbli)

Growth Path:

Sep 2005 to Jan 2007 –Sales Executive – **(Mangalore & Hubli)**

Feb 2007 to Nov 2007 –Marketing Executive-

(Hubli)

Identified & Targetted Bulk fountain & swimming pools for Ramoji Film City of Hyderabad lead passed to Seniors Handedover Order Credibility to them .(Architects Adappa & Associates Mangalore)(Order Rs 1.5 Crore

Areas Covered - Mangalore Udupi, Kundapura, Puttur, sullya, Madikeri, Bhatkal, Honnavar, Kumata, Ankola, Karwar, (Entire Coastal Karnataka) Hubli,Dharwad, Belgaum, Gadag, Bijapur Gulberga, Ballary, Hosapate, Shimoga, Davangere, Etc.

Jul'04- Sep'05 with Regent Granito (India) Ltd.

(Manglore)

(Off payroll /freelance Type Job) as Sales

Executive Area Covered –Entire Coastal

Karnataka

Highlight:

Successfully developed brand new market across Coastal Karnataka while managing retail & project sales

Education: B,sc Government Arts & Science College, Karwar (Uttara.Kannada), (Dharwad University) in 2005

Jul'02 - Jul'04 with Sanson Chemical Industries , Chickmagalur

Jul'02-Aug'03
Aug'03- Jul'04

Sales Executive
Branch In-charge

Education:

MBA (Master of Business Management in Marketing Management)

2014-15

PGDHR(Post Gradutaion Diploma in Human Resource Management)

(2014)

Karnataka Open University Mysore (KSOU)

PGDMM(Post Graduation Diploma in Marketing Management)

(2007)

B.sc (Bachelors of Science)

(2005)

(Govt Arts & Science College Karwar)

Certifications

C.D.M.M (Certified Digital-Marketing Master) From Digital Vidya
(2017)

Scrum Alliance (Marks Obtained 25/25) Certificate Id 00604549
(2017)

IT SKILLS

MS OFFICE, MS Word , MS Excell ,Internet Applications

Personal Details

Date of Birth 31-March-1976

Languages Known: Kannada, Hindi, Tulu, Konkani,
Havyaka.

Marital Status: Single

Address: Prakash S N. C/o Sachin Nilaya Ward No 46 3 rd Cross Hosur House 🏠 No 27 1st floor Hubli
29 📍 Land Mark Back Side of Ghanti Hospital

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Email

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DECLARATION :

I HEREBY DECLARE THAT THE ABOVE MENTIONEDDETAILS ARE TRUE TO THE BEST OF MY KNOWLEDGE.

PLACE: HUBLI

PRAKASH S N

DATE:

Kajaria
TRANSFORM YOUR WORLD


V2 CIVIL DIAGNOSTICS PRIVATE LIMITED
Quality Testing Services

Tally POWER OF SIMP

 **JOHNSON**
Not just tiles. Lifestyles.

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Italia Glass Pvt. Ltd. & Palladio Glass Ltd

