



Hari Kumar B.R.

ACADEMIC :

University of Kerala

Bachelors of Arts – Year 1995

Tandem Computer Centre, Trivandrum

IPCS (Industrial Personal Computer Software Course – Year 1996)

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Date of Birth : 17th January,
1975

Marital Status : Single

Nationality : Indian.

Passport No.: R4625214

LMV No.: 19/6742/2014

LanguagesKnown: English,
Malayalam, Hindi, Tamil&
Kannada.

Sales Management with over 23+ years of experience training and supervising sales staff while planning and implementing sales strategies over a multi-state territory. Seeking to bring my proven record in team leading and in launching successful marketing campaigns into a senior management position.

Top-ranked sales manager recognized for contributions to record-setting sales figures, territory expansion and new account development. Proven ability to lead sales teams to achieve multimillion-dollar revenue gains. Offer an in-depth understanding of the sales cycle process and remain focused on customer satisfaction throughout all stages. Experienced, “fearless” cold-caller and expert presenter, negotiator and closer.

EXPERTISE:

- Sales Team Supervision
- Territory Management
- Presentations & Proposals
- New Account Development
- Relationship Building
- Complex Negotiations
- Closing Strategies
- Sales Training
- Lead Qualification

CURRENT ORGANISATION: -

- **Sales manager Rukn Al Bustan General Trading L.L.C., Dubai**
(FMCG Products) – (From February 2021 to June 2021)
- **Regions Network : Ethiopia All Country**
- Build a full-scale sales operation from the ground up; duties include establishing database systems, recruitment of Sales Executive and developing sales and marketing strategies.
- Strategize with senior management to market new products of consumer goods into traditional retail channels of distribution in the market.
- Cultivated a strong repeat customer base that generated 20% of my annual sales.
- Supervised, managed and facilitated job duties to seven teams of installers while simultaneously generating new accounts, maintaining existing accounts and addressing customer concerns.
- Experienced with contract agreements and conducting outside/inside sales in B2B or B2C environments.
- Enhanced rapport and credibility with customers emphasizing transparency and delivery.
- Educated employees on new products, customer service strategies and regulation changes in the industry.
- To prepare Action Plans and Schedules so as to identify specific targets
- Data-mining and building new customer base to be tapped.
- Develop a sales strategy to achieve organizational sales goals and revenues
- Set individual sales targets with sales team
- Delegate responsibility for customer accounts to sales personnel
- Co-ordinate sales action plans for individual sales people
- Oversee the activities and performance of the sales team
- Ensure sales team have the necessary resources to perform properly.
- Continually analyses business practices and identifies opportunity for improvements, which result in increases in revenue and or cost savings.

Previous Organization –

Regional Sales Manager - M/s. Sanskey Technologies (I) Pvt. Ltd.
(Assa Abloy Vingcard Hospitality Products) – (January 2016 to January 2021)

Kerala, Tamil Nadu, Pondicherry, Lakshadweep, Andaman Nicobar.

- Handling Project Sales, Builders, Architects.

- Sales Manager with M/s. AXIOMATA Elevators Pvt. Ltd.
(2014 January – December Year)
Looking Project Sales in Kerala, Tamil Nadu
- Sales Manager in Dhirubhai Productions Ltd. (2010 October - 2013 December)
- Business Development Manager for Timex Group Ltd.,
Mumbai - ACP Division for (FMCD) (2008 August - 2010 September)
Looking Project Sales, B 2 B & B 2 C in Kerala, Tamil Nadu
- Asst. Sales Manager with M/s.CP Electronics Pvt. Ltd.
(2002 August - 2008 July)
Looking Project Sales, B 2 B & B 2 C in Kerala, Tamil Nadu
- Asst. Sales Manager with Al Gareeb Group of Company at
Baharain – FMCG Products (2000 June - 2002 June)
Looking B 2 B & B 2 C
- Sales Executive with M/s. Eureka Forbes Ltd., Mumbai
- (1997 July – 2002 May)

Date :

Place :

(Hari Kumar B.R.)