

CURRICULUM VITAE

R.ANANDA ARUN RAJ

Monversyl Nest

#573,2nd floor S2^{8th} Cross, Lingarajapuram,

St. Thomas town post, Bangalore - 560084

Email:anand.suresh21@gmail.com

Mobile: 7829816478

CAREER OBJECTIVE:

Seeking an opportunity to work in challenging environment that helps me to contribute in an effective manner towards the success value addition of the organization. I look forward to being given increasing amounts of responsibility to use my creative and explore different visits

Personal Strengths:

- Confident and self motivated
- Hard working and dedicated to the team.
- Capability of the handling pressure.

PROFESSIONAL EXPERIENCE:

Currently Working as Business Development Officer with M/s.G.K.Ispat Pvt Ltd (Tata Steel distributor for Karnataka with turnover of Rs 900 Cr per Annum) from Aug-2021 To till date

- Visiting all construction site, pitching for the sales mandatory project data and following them and converting to business .
- Taking responsibilities of secondary sales to support our Dealers, through Projects and end users.
- Meeting Leading Builders & Developers for demand generation also to support and improve secondary sales.

Sept-2018 to July-2021 Working for AGL Panaria Pvt Ltd as Regional Sales Manager for Karnataka Region

- Appointment of stockiest ,Dealers ,Retails placement.
- Handling sales team ,collecting payment & following up with customers for regular sales pick up
- Responding in time quotation, sampling, business meeting with client, Architects & builders.

- Also sorting out issues of stocks complaints/Also capable to convince the customer in case of wrong delivery of material and updating the same to the Concern person to company.
- Meeting clients and making presentation
- Attending sales meeting & reporting to COO

March 2016 To August 2018 worked for Kriztle Bath & Wellness Pvt Ltd as Regional Sales Manager for Karnataka

- Introduced new dealers to concern
- Handled all types of customers(Builders,Architects & projects works)throughout Karnataka
- Handled all the Sub Dealers
- Responding in time quotation,sampling,business meeting with client, Architects & builders.
- Identifying & network with prospective client to generate business from the existing accounts & achieve profitability & increased sales growth.
- Reporting to Director & Marketing about the sales & targets achieved.

Dec 2012 –Feb 2016 worked for City Tiles Ltd as Senior Area Sales Manager

- Appointment of new Distributors, Dealers, Retails placements.
- Introduced many builders and Architects to the company.
- Handling sales team, collecting payment & following up with customer for regular sales pick up.
- Reporting directly to the Director at Gujarat.
- Handled all types of customers (Builders, Architects and project works)
- Sales and collection was reached in time with good target scheme.

June 2008 –Nov 2012 in Asian Granito India Ltd as Asst. Area Sales Manager.

- Appointment of new Dealers, Retails placements.
- Introduced many Builders and architects to the Company.
- Worked under the Regional Manager and reporting to him directly.
- Introduced many project works.
- Attended sales seminar at Gujarat once in a year.
- Handled a sales team under my supervision.

September 2005 – May 2008 in Oyster Bath Concepts Pvt Ltd as Asst Manager Sales

- Introduced new dealers to Concern
- Reaching the sales target and also collection of payments in time
- Also attended to major material supplied complaints issues and sorted it out .
- Also attended many sales meetings.
- Reporting to RM

April 2003 – August 2005 in Nitco Tiles Ltd as a Sr. Sales Exective

- Handling counter sales and walk-in-customers for purchasing materials.
- Handling all accounts (Invoicing and bank transactions).
- Introduced new dealers to Concern
- Reaching the sales target & also collection of payments in time.
- Stock maintenance in depot and informing according to sales person
- Arranging of transportation of materials to dealers and also project works accordingly.

Qualification:

B.A (Bangalore University)

Additional Qualification:

- Diploma in computer science
(Ms Office, Ms Word, Excel, DTP, Power Point, Tally 7.2 & 9 version)
- Diploma in N.S.S

Personal Details:

Name : Ananda Arun Raj .R

Date of Birth : 21st June 1975

Marital Status : Married

Father Name : J.P. Rajendran

Nationality : Indian

Languages known : Kannada, English, Hindi & Tamil

Date :

Place: Bangalore

R.ANANDA ARUN RAJ