****VIJAYANAND.S.KORISHETTI**

**Phone No +919742862311 Email-Id** [**korishetti@gmail.com**](mailto:korishetti@gmail.com)

**Most talented in Project and retail Sales. Highly effective communicator and team leader with proven ability to build long-term relationships. Establishing a high level of confidence and trust. Visionary leader. With a keen understating of business and demonstrated expertise in rapidly advancing business goals to revenue producing Combine credibility integrity and business process thinking to develop and improve sales effectiveness.**

**CORE LEADERSHIP QUALIFCATIONS:**

***Team Building/leader/Staff Training &Development. New Business Development Planning consultative sealing strategies .Project Management.***

##### PROFESSIONAL QUALIFICATION:

##### MSCITfrom Maharashtra Board in January with 1st Class 2013

##### Diploma in Automobile Engineering from Bangalore Board, in 2000 with IIClass.

##### P.U.C.(XIIth)from Bangalore Board in 1992 with IIClassS.S.L.C

##### (Xth)From Bangalore board in 1990 with IClassJOB PROFIL

##### JBO PROFILE:- Working in Dealer Network Booking and processing of orders & collection of payments.

* Monitoring the target set to the dealers.
* Launch new Product and monitoring the sales.
* Achieving the Sales and collection target.
* Visiting architects, Engineers, Builders project site & residential houses.
* Appointing new Dealers &stockiest.COMPLITED TRAINING

COMPLITED TREANNING

* **Completed Training program of Fosroc Chemicals, Bangalore.**
* **Completed Training program of Master Builders Technology (MBT), Bombay.**
* Completed induction training program ofH& R Johnson Bombay.
* Completed Sales training program of H&R Johnson Pune.

**KEY RESPONSIBILITIES:**

* Actively identifying new project dealers and institutional projects to increase Sales revenues for the organization.
* Motivate and create awareness among the project dealers through various ways like Meets and seminars, New and lucrative trade schemes.
* Organizing meets with engineers and Architects and making them aware of the novel and unique products of the company.
* Exploring new territories to increase the market share create brand awareness and availability of the products. Mentioning and training the 4 member distributor Sales representative.

##### WORK EXPERIENCE:

##### Worked as a Sales Executive in Karvi Investment Service, Hubble for4 years (1992-1996)

* Worked as a Sales Executive in **Sheri Vinayak Agency, Bangalore(Authorized Stockiest for Fosroc chemicals)**for**3y**
* Worked as a Sales Executive in**Geae Engineers & Contractors, Master Builders Technology** Bangalore for **6** Month
* Worked as a Sales Executive in **Berger Paints Ltd. Hubli**  for **1** year (2003 -2004)
* Worked as a Senior Sales Executive in **Sherwin Williams Paint India. Ltd**., Sholapur from August 2004 to October 2009.**5** years. Handled Sholapur, Latur, Osmanabad districts.
* Worked as a Senior .Sales Executive in **H&R JOHNSON(INDIA)** Aug 2010. Jan 2013 **2.5** years Handled Sholapur, Latur, Osmanabad districts.
* Worked as a Area Sales Manager **AQUA PROFF CHNSTRUCTION CHEMICALES Feb 2013 to Jan 2015 (11) months.**
* Worked as a SSO in BERGER **PAINTS INDIA** at Bangalore handled construction chemicals sales. Thought-out Karnataka projects since from **15 Feb 2016 to 14thMarch 2020 (4.2 years).**
* Presently owning company. Professional Building Solution.

**SOFT SKILLES**

MS-Office. Internet application

**Personal Interest:** Chess. Cricket. Foot boll. Reading Books on Personal developments

**Personal Quality’s:** I work enthusiastically with projects and finishing a task. I have an Innovative bent of mind and ability to improve to get things by nature I am helpful towards subordinates and collogue and respect authority and believe in strong moral valves honesty and loyalty.

**PERSONAL PROFILE**

Name  **:**  Mr. VIJAYANAND. S. KORISHETTI.

**Birth Date** : **30/10/1973**

**Marital Status** : **Married**

**Permanent Address : #990. 9th Main 7th Cross Chowdeshwari layout Marathalli Bangalore Karnataka pin code 560054**

Total experience: More than 13 years

Current ctc: 7.42

expected ctc: 9.5

current location: Hubli Karnataka

notice period: 30 days

**Declaration:** I hereby declare that the abovementioned information given is true to the best of my knowledge. An opportunity to work at your esteemed Organization.

**Place: Currently Based in Solapur, Maharashtra preferably work in Karnataka / Maharashtra**

**Date:**

Vijayanand.S.Korishetti