# **RESUME**

**J.KING JOE**  email: jkjoesm@yahoo.co.in

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Ganapathipuram, Res: 044 - 22460084

Pallikarani

Chennai-601302

Experiencedsales and marketing professional with field experience of 24years of in Projects Sales andDealers/Direct sales channel management in building material industry, looking for career opportunity, in position involving higher responsibilities.

**Work Experience:**

**From: June 2019 to Till Date**

Working for **M/s. NCL BUILDTEK LIMITED**, as**Senior Manager-Marketing** , Marketing Wall Putty ( Powder & Paste Form ), Wall Primer, Texture Putty, Tile Adhesives, Grouts and Waterproofing Materials based at Chennai for Projects and handling Distributors, Dealers, Sub-Dealers in Chennai, Thiruvallur, Kanchipuram, Vellore and Thiruvanamalai Districts & Pondicherry.

**Job Profile:**

* Leading a Sales Team of 6nos Sales Officers.
* Looking after sales administration and office administration of the Branch.
* Target planning and monitoring of product through Distributors, Dealers.
* Meeting Fabricators, Contractors, Architect and Consultants.
* Getting approvals and specifications for Projects.
* Conducting the Fabricators meet.
* Preparing and reporting market analysis and budget preparation.
* Achieving the sales and collection target within the stipulated time.
* Road mapping and creating new network.

**From: July 2010 to May 2019**

Working for **M/s. CENTURYWELLS ROOFING INDIA PRIVATE LIMITED**, as **Branch Manager**, Marketing-Color Coated Metal Roofing Sheets & Wall-CladdingSheetbased at Chennai for Projects and handling Distributors, Dealers, Sub-Dealers in Chennai, Thiruvallur, Kanchipuram, Vellore and Thiruvanamalai Districts& Pondicherry.

**Job Profile:**

* Leading a Sales Team of5nos,BDO’s and Senior BDO’s.
* Looking after sales administration and office administration of the Branch.
* Target planning and monitoring of product through Distributors, Dealers.
* Meeting Fabricators, Contractors, Architect and Consultants.
* Getting approvals and specifications for Projects.
* Conducting the Fabricators meet.
* Preparing and reporting market analysis and budget preparation.
* Achieving the sales and collection target within the stipulated time.
* Road mapping and creating new network.

**From: February 2008 to June 2010**

Working for **M/s. EVEREST INDUSTRIES LIMITED**, as Assistant Manager- Marketing-AC Roofing Sheets & E-Board (Retail) based at Chennai handling Distributors, Dealers, Sub-Dealers in the Districts of Chennai, Thiruvallur, Kanchipuram, Vellore and Thiruvanamalai and

**Job Profile:**

* Target planning and monitoring of product through Distributors, Dealers.
* Meeting Fabricators and Contractors.
* Conducting Carpenter and Fabricators meet.
* Preparing and reporting market analysis and budget preparation.
* Achieved the sales and collection target within the stipulated time.
* Road mapping and creating new network.

**July 2003 to February 2008**

Working for **M/s.SAHYADRI INDUSTRIES LIMITED**, as an Assistant Area Manager based at Chennai handling AC Roofing Sheet, Plain Sheet and Steel Doors in the Districts of South Chennai, Kanchipuram and Vellore.

**Job Profile:**

* Target planning and monitoring of product through dealer and their staffs
* Preparing and reporting market analysis as well as competitionanalysis on a periodical basis
* Road mapping and creating new network
* Conducting carpenter and fabricator meet
* Achieved the sales and collection target within the stipulated time
* Increasing width and depth of dealer and stockiest network
* Preparing and reporting market analysis as well as competitor analysis on a periodical basis
* Budget Preparation.

**May 2001 to June 2003**

Worked**for M/s. RESTILE CERAMICS LIMITED**based at Chennai handling Vertified Tiles in various region in Tamil Nadu (Chennai, Vellore, Kanchipuram, Pondicherry, Dharmapuri, KrishnagiriDistricts)

**Job Profile:**

* Dealers/ wholesaler appointment
* Assisting scheme planning
* Meeting Architects, Contractors, Buildersand Consultant and getting approvals for their projects
* Preparing and reporting market analysis and budget preparation.
* Achieved the sales and collection target within the stipulated time.

**Sep 1996 to April 2001**

Worked for **M/S FRESCO PRODUCT PRIVATE LIMITED**, as a Sales officer based at Chennai handling cement paints, emulsion and wall putty in Chennai.

**Job Profile:**

* Identifying projects
* Meeting builders, contractors and Architect
* Conducting painter meets
* Meeting dealers for orders
* Preparing and reporting market analysis
* Achieved the sales and collection target.

**May 1994 – August 1996**

Worked for **M/S MAHAVEER AGENCIES**, Chennai Distributors for **NILKAMAL PLASTICS LTD**. and **Godrej**office Automation as a Sales Representative based at Chennai

**Job Profiles:**

* Appointing dealer and setting Target for them
* Promoting the product through dealer network, intuitional and corporate sales
* Preparing and reporting market analysis on daily basis
* Achieved the sales and collection target within the stipulated time.

**Educational Qualification**

**HSC** in the year 1991 from CorleyHigherSecondary School, Tambaram

**Bachelor in Science**(Zoology) in the year 1994 from MadrasChristianCollege, Tambaram

**Bachelor in Marketing Management** in the year 2004 from Annamalai University, Chidambaram.

**Master in Business Administration**(Marketing) from AnnamalaiUniversity.

**Personal Details:**

Name : J.King Joe

Father’s Name : M.D.Jones

Date of birth : 07 -09-1974

Marital Status : Married

Languages known : English & Tamil

Sports and Hobbies : Athletics (Track& field) Cricket, and Listening music, Reading

Magazines and Travelling.

**Declaration:**

I hereby declare that all the information furnished above are true to the best of my knowledge.

Place: Chennai

Date:23/04/2022

**J.KING JOE**