**Kishor Suresh Chavan**

**Address :** Bhogam Colony Near New Jotiba Temple

Shantinagar Pachgoan Karveer Kolhapur 416013

**Cell No :** 8888790569

**E-mail** : kishorarvikar@gmail.com

**CAREER OBJECTIVE:**

To pursue a demanding sales Role within a reputed firm with the approach to take up responsibilities to accomplish organizational goals where in my skills and potentials are being utilized to the maximum; alongside focusing on the scope of enhancing my personal skills & gaining maximum knowledge during my tenure to contribute to the growth of the firm

**Highlights of expertise**

* Budget Administration
* Direct Marketing Technique
* Problem Resolution
* Initiative and Creativity
* Business-to-Business(B2B)
* Marketing Communication
* Customer Relationship Management
* Event Planning & Execution
* Team Building & Leadership

**Professional Experience 9 year +**

**Prism Johnson Ltd(H & R Division India)**

**Manager Sales- Sup 2021 to Till Date**

**Segments- distributions and channel sales retail, 2 distributions and 19 dealer handling monthly sales in volume 75lakh**

* - Appoint New Distributors, dealer & retail trade Partners
* - Should be able to handle Project liaison & coordination activities for any new establishment or the existing one.
* - Business Development
* - Engaging, Developing and maintaining contact with client, Architect & interior designer, Govt. dept. to promote brand and product business development process.
* - Completing & growing monthly/quarterly sales against Targets
* - Relationship management by continuously interacting with prospective clients & regular buyers.
* - Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
* - Site Visits of big projects.
* - Following minimum call per day criteria defined by the company
* - Motivating, Guiding Team members in closing the order
* -Follow up on payment as per collection plan
* - Generating Sales MiS on the monthly basis

### MYK Laticrete India Pvt Ltd

### Clusters Marketing Development In-charge

### July 2018 to till Sep 2021

### Segmentps- market development , retail sale & distribution sales management, 3 distributor 15 dealer and 100 + retail shop handling experience.

**Product Line :** Epoxy Adhesives , Wall Putty & Tile Cleaners

**Area of Operation :** Satara , Sangli , Kolhaopur,Solapur , Ratangiri & Sindhudurg

* **Job Role :**
* Negotiating on price, costs, delivery and specifications with buyers and managers;
* Challenging any objections with a view to getting the customer to buy;
* Advising on forthcoming product developments and discussing special promotions;
* creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer;
* Expanding business through **Dealers , Distributors & Retailers.**
* Liaising with suppliers to check the progress of existing orders;
* Checking the quantities of goods on display and in stock;
* Recording sales and order information and sending copies to the sales office, or entering figures into a computer system;
* Reviewing your own sales performance, aiming to meet or exceed targets;
* Gaining a clear understanding of customers' businesses and requirements;
* Making accurate, rapid cost calculations and providing customers with quotations;
* Feeding future buying trends back to employers;
* Attending team meetings and sharing best practice with colleague

**H & R Jonson Tiles**

**Jan 2015to July 2018**

**Sr. Sales Executive**

**Product Line :** Tiles

**Area of Operation -** Satara, Sagali & Ratnagiri

**Segments B2B, distributions sales and retail Sales**

**Achievement-** During job **period 7 new dealer appointed**, **creating Sub dealer Network appointed 10 sub dealer,** Continued target achievements last three month 100% and plus, good maintain relationship architecte.

**CTR Manufacturer Ltd**

**Jan 2012 to Jan 2015**

**Client Relationship Partner - Sales**

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**Education & Certifications**

* **Bachelor of Business Administration in 2008-2011 – 70%** - University of Shivaji, Kholhapur  
   - Major: Management   
   - Minors: Marketing and Human Resources Managements  
   - **Graduated with Distinction**
* **2007 to 2008 – He had met with an accident .**
* **12th Standard from Maharashtra Board – 2007 -69%**
* **10th Standard from Maharashtra Board – 2005 - 66%**

**Of Note**

**Professional Development:**

I am good orator in Marathi. Since my teenage years have been active in various types of hobbies. Active in sports: trained karate, dancing, exercise gymnastics,

* Participation Skit Competition in Youth Festival **Shivaji University in 2009 and First winner Skite Competition**
* Participation elocution Competition Shivaji University in 2009
* Participation State level Camp Vivekananda Kendra Kanyakumary
* Participation Social Movemment-Nirmal Gram Yozana organise Zilha Perished.

**Computer Skills:**

* Implementing Windows Server 2003 and NT infrastructure
* Networking, E-commerce
* MS Word, Excel, Visio and all other MS Office Suite Applications

**Personal Details**

**Date of Birth :** 19 Sep 1989

**Marital Status :** Married