**R E S U M E**

**Y. SRINIVAS RAO.,**

*S/o* - **Y. Thammayya.**

Jajabhairava, in front of RX gate,

Charbatia - Cuttack -754028, ORISSA

Mobile - **9861312155.**

Email - contactatsrini@gmail.com

**CAREER OBJECTIVE:**

Looking forward to a career into a professionally managed organization where I can sharpen my skills & technical knowledge - how in the field of management can be best implemented.

**WORK EXPERIENCE:**

**1**. From July -2021 - Working as a **“ Sales & Business Development " @**  “ **Sheenlac Paints Ltd ” .** Area – **Orissa. Continue…( Channel sales & distribution )**

**JOB PROFILES:**

\* Responsible for Developing, Building, Tracking / Monitoring the Sales of the given region/State through Sales Team and distributors.

\* Looking into Market Penitration, expand distributors network, Primary of distributors/dealers & Business development in the assigned Territory/State.

\* Sales Forecasting (planning & controlling).  
\* Generating revenue through channels (Dealers/ Distributors etc.) Creating new channels (distributors/dealers management and development).  
\* Indenting and coordinating with works for the supplies.  
\* Managing warehouses (Distribution and dispatch).

**2**. From Feb 2017– June 2021 – Worked as a “ **Senior** **Sales Officer & Branch in Charge @ “ Popular Paints & Chemicals.** “ Area – Orissa.

**3**. From April 2014 – Jan 2017 – Worked as a “ **Sales** **Officer** “ @ **Sheenlac** **Paints** **Ltd**. Area – Coastal & South Orissa.

**4**. From Aug -2010 – March 2014 –Worked as a " **Sales Supervisor "”** @ “iball **-Mobile Phones** (**BEST IT WORLD INDIA (P) Ltd.) -** Coastal Orissa- HQ - Cuttack**.** (Cuttack, Jagsingpur, Kendrapara, Anugul, Dhenkanal, Jajpur, Bhadrak, Baleswar, Baripada, Keojhar.)

**5**. From 4th Dec.09 – July - 2010 – Worked as a “**Sales Officer “ @** “**SAMSUNG GSM MOBILE PHONE (**Karuna Management Services Pvt.Ltd. - ND**.) Area – Western Orissa .**

**6**. From Feb.4th-2005 – Sept. - 2009 -Worked as a “**Sales Representative”** @ " **Parle Products Pvt. Ltd ” - South Orissa -** Ganjam & Phulbani - Orissa.

**EDUCATIONAL QUALIFICATION:**

**B.A.** (Political **Science as 'Hons.')** from **Utkal University,**

Bhubaneswar, Year 1998 - 2001.

**PGDIBO** (**Post** Graduate Diploma in International Business Operation.)**-**2008 from (Indira Gandhi National Open University.)

**IT EXPOSURE:**

Operating System: **WINDOWS, DOS, C, FOXPRO, VISUAL BASIC. TALLY**

**WORD, EXCEL & POWER POINT)**

**OTHER QUALIFICATION:**

: **AMFI** Mutual Fund (**Advisors Module**) passed – Yr. - 2008.

Type Writing & Shorthand.

**HEAD QUARTER** : Cuttack – Orissa.

**PERSONAL DETAILS:**

NAME : ***Y.SRINIVAS RAO*.**

Father's Name : **Y. Thammayya.**

Date of Birth : 01/07/1980.

Sex : Male.

Martial Status. : Married.

Nationality : Indian.

Take Home Net Pay : **45.500/-** Monthly.

Current CTC. : ***5.46*** *Lakhs* Annually.

Address : S/o. Y. Thammayya.

At - Jajabhairava,   
P.O. - Charbatia, Agrahat,

Dist. Cuttack

Pin Code : 754028

Orissa.

Language Known : English, Hindi, Oriya & Telugu.

**DECLARATION**

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

Date : (Y**. SRINIVAS RAO)**

Place : **SIGNATURE**