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**RESUME**

**DATTATRAYA KOTNOORKAR,**

**Contact No : 07892789169**

**Email id :** [**dattatraya.visaka@gmail.com**](mailto:dattatraya.visaka@gmail.com)

**Professional Objectives :**

To build Career in Sales and Marketing Management grow with the organization by

contributing to its success and growth, leading to successful and acquire responsible position in

organization.

**Management Professional :**

I had completed MBA (Sales/Marketing Management), having **15 years** of Professional **experienced** as

**Area Manager in Sales & Marketing Management** and creating Sustainable client relationship,

exposure to building & motivating of business network and sales team for implementation of business

plan & sales forecasting towards realize ambitious and profit ability objectives. Also, resolving client

issues effectively has been well proved, and prepare MIS report on Monthly basis& reporting to

Seniors heads,

**Core functional strengths Include :**

Start Up / Turn around change Management, Punctual, Discipline, Team Management, Market Research,

Sales growth with positive decision making, Smart working with Time management, Ability to handle

good Leadership with communication skills & Negotiation skill with Business clients, Advertising, etc.

**Key Skills :**

**Ability to handle Sales & Marketing management** in **Cement / Marble/Granites / Tiles & Sanitary ware** / **Pipes & Fittings** / **Paints /** / **FMECG** (Fast moving electrical Consumer goods ) etc.

**Location Preferences : Karnataka / Maharashtra**

**Experience Chronologies :**

**Stonex India Private Limited :**

**Joining From Sept 2021. Working as a Manager – Key Accounts. Gulbarga HQ.**

**Looking for north Karnataka.**

\*To explore the Sales & Marketing operations. Initiate Sales/Market development & Enhance business

growth

\*To identify the prospective Clients / Architects / Contractors etc.. and Maintaining Good relationships

With them for long term.

\*Generate Sales & orders from Corporate and other projects thru Meeting with Architects/Interior

designers/Contractors/Builders / Engineers and giving presentation of our products and Unique Processing

system.

\*Looks for potential sites at designed areas.

\*Arrange samples/brochures..

\*Communication, Presentation, Convincing, Negotiation skills.…

**Pearl Precision Products Private Ltd.**

**Joining on Sept to Dec 2020**Working as a **Manager (Sales)** **Gulbarga HQ.**

\*To manage entire Karnataka sales Network through generating orders from Distributors as well as

appointing unrepresented area. Develop retail network. Solving their problems. Concentrate day

today sales for casting, Market & Dealers feedback on daily basis, Organize Plumbers& Chanel Partners

meet, and strive to reach Sales & Collection targets also, Motivate and Lead Sales team as assigned Area.

End of the week Prepare Report and sending to Zonal Head .Etc.

**Jain Irrigation Systems Limited. HQ: at Gulbarga**.

**Key Achievements :**

**From July 2018 to April 2019**as a **Area Sales Manager.** Looking for Gulbarga/ Bijapur/Bagalkot

& Hubli region for ;

\*Establish Dealer/Distributors network & creating Strong brand image as above assigned territory.

\*As per market situation with senior management support conducting Plumbers / Builders /

Contractors & Engineers meets also, provide shop branding / promotional activities as well as

maintain good relationship with business clients.

\*Try to execute the quarterly sales target as management Assigning belongs to my region.

\*Regular follow up with Dealers / Distributors / Plumbers for generating orders.

\*Handle with project sales either Government or private sector.

\*Concentrate on outstanding on daily basis.

**Bagalkot Cement and Industries Limited. H.Q at Hospet.**

**Key Achievements :**

\***From February 2016 To August 2018**. As a Manager (Sales). Duties & Responsibilities of

Increasing business opportunities through Various routes by market, either it may be Dealer network ,

Govt or Private department clients. setting daily sales targets, Compiling& analyzing sales figures /

rates & discounts according to Brand wise and Area wise, As well as daily communicate with Channel

sales and Project sales for generating orders, Also, communicate with Plant / Office, for receipt of

payments, orders and dispatches in timely Keep up Customer feedback and Monitoring competitors

activities. And as per market situation, if, required conducting sales promo meets & promotional

activities. All these information reporting to Deputy General Manager.

\*To. Explore the potential areas, Sales & Marketing operations for achieving Monthly sales target

with Team and Myself. And enhance business growth, Initiate market development.

\*To. Identify the prospective clients to generate business, organize meeting or Conduct sales

promotional activities through Maintain good relationship with business clients. generate orders,

undertake collection of dues, Negotiation and closing the sales etc..

**Visaka Industries Limited, at Bellary H Q. Karnataka.**

**From December 2004 to January 2015**. As **Area Manager** Visaka is Second largest manufacturer of

Asbestos roofing sheets & Building Material products in the Country joined as a **Sales Trainee**

**and with my hard work & commitment promoted as a Area Manager.**

\* 62 dealer accounts maintained by my team under my guidance.

\* Excellent record of negotiating and closing deals with the Govt. and Non-Govt.

organizations.

\* Demonstrated excellent skills of presentation of models of our product usage and applications.

\* Monitoring Teams performance & Motivating them to reach targets.

\* Handling channel sales & Project sales for assigned Area, as well as organize meeting and

sales promotional activities through Building strong relationship with Business clients means-

Stockiest network, Engineers, Builders, Architects and major fabricating Contractors .also, Govt

& Private department Institutions.

\* Responsible for control the outstanding. Also, over dues by vigilantly monitoring the business clients.

\* Adopting with effective sales strategies through done maximizing the profitability & Sales growth.

\* Achieved excellent in the field of marketing management within and outside the company

along with maintaining & creating the strong brand image in market.

\* **“**Pushed sales growth from a mere 1500 MT’s at the time of Joining in Visaka in 2004 while

after taking in charge average every year increased **6000-6500** MT’s p a**”**

**Academic Credentials :**

\* **MBA (Marketing & HR) Karnataka** From Doddappa Appa Institute of MBA Gulbarga

(Affiliated by Gulbarga University) in 2003 with 56.50%

\* **B.Com (Accountancy & Marketing)** from Sharanabasaveshwara College of commerce

at Gulbarga University in 1998 with 50.22%

\* **P.U.C (Commerce)** in Karnataka Pre-University College, Santhnagar, Shahabad,

Year of passing 1995 with 64.00%

\* **S.S.L.C.** in Govt. Secondary High School at Shahabad Year of Passing 1993

with 50.66%

**Computer Skills :**

**M.S. Office- MS-Word. MS-Excel. PowerPoint. Basic Internet Etc..**

\* **Total Experience : 15 Years +**

\* **Salary Expectation : 6.50 – 8.00 LPA or Negotiable**

\* **Languages Known :**

**English, Hindi, Kannada, Marathi, Telugu.**

**Personal Snippets :**

Marital Status : Married

Address : Kusnoor road, Opp : Telakar Building. Plot no; 144.

Second stage, Puja colony. Gulbarga-585106. Karnataka**.**

**Declaration :**

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

**(DATTATRAYA KOTNOORKAR)**