**Shrikant Joshi**

Shrikant Joshi M No: +91 9986370609

House no. 26, 10th main, 3rd cross **Email**: [mr.shrikantjoshi@gmail.com](mailto:mr.shrikantjoshi@gmail.com)

Chandralayout, Vijayanagar,

Bangalore 560040

**OBJECTIVE**

Seeking the position of next level sales manager thus showcasing my expertise in the field of sales, marketing, business development and bringing to the fore my knowledge and experience gained.

**SKILLS**

* Sales oriented
* Chanel sales management
* Business development
* Strategic planning
* Team management

**EXPERIENCE**

**Jaquar and Company Pvt. Ltd, Karnataka as Deputy Manager** (Channel sales & project sales)

From Jan’2021 to till date

**Deputy Manager – Channel sales and Project sales at Jaquar and Company Pvt. Ltd, Karnataka**

* Managing and delivering consistent sales growth from channel sales, architects, contractors and plumbers in Karnataka state.
* Major clients: 45 dealers, 50 architects and 40 builders.
* Managing 15 Cr market
* Pivotally driving the sales cycle & managing it with field integration from prospecting to revenue generation through architects, contractors and plumbers and then servicing, to generate business in a cyclical process.
* Recognizing new market opportunities and appointing new channel partners.
* Responsible for managing up-country channel partners in Mysore territory and providing them enough secondary sales close the orders.
* Play a vital role in creating **Lock-In Strategy** to all customers (dealers, architects, end customers and plumbers).

**Kohler India Corporation Pvt Ltd, Bangalore and Mysore Territory sales manager** (Channel sales)

From Feb’18 to June 2020.

**Territory sales manager – Channel sales at KOHLER India Corp Pvt Ltd. Bangalore and Mysore.**

* Managing and delivering consistent sales growth from channel sales, architects, contractors and plumbers in Bangalore and Mysore regions.
* Major clients: 15 dealers, 50 architects, 20 builders and contractors.
* Managing 10 Cr market
* CAGR : 13%
* Pivotally driving the sales cycle & managing it with field integration from prospecting to revenue generation through architects, contractors and plumbers and then servicing, to generate business in a cyclical process.
* Recognizing new market opportunities and appointing new channel partners.
* Responsible for managing up-country channel partners in Mysore territory and providing them enough secondary sales close the orders.
* Responsible for **stock management** in assigned territory dealer counters.
* Team management and evaluate three sales executives reporting on daily basis on secondary sales

**INOVAR India Pvt. Ltd, Bangalore, Business development manager** (Channel sales and project sales)

From Mar’2015 to Feb’2018

**Business development manager- Channel ales and project sales at INOVAR Floor India Pvt Ltd, Bangalore**

* Responsible in enriching the portfolio of Institutional sales and channel sales in achieving annual targets.
* Build up the market from 0 to 3.5Cr sales revenue in 3 years span.
* Appointed main three distributors and 50 sub-dealers network across Bangalore city.
* Major clients: 60 dealers, 30 architects, 20 builders and 10 contractors.
* Responsible for **stock management** in distributor counters on regular basis.
* Planning and execution of major events for the company like **annual meets** for architects, builders and carpenters etc.
* Provide monthly report on each dealer in the territory to RSM.

**PERGO India Pvt. Ltd, Bangalore, Assistant sales manager** (Channel sales and project sales)

From Feb’--2012 to Feb-2015

**Assistant Sales Manager- Channel Sales and project sales at PERGO India Pvt Ltd, Bangalore and Hubli.**

* Managing the key accounts through “Channel Distributors/Dealers” across Bangalore.
* Managing 4.8 Cr business from channel partners and project sales ( 60% retail and 40% project).
* Major clients: 8 dealers, 25 architects and 25 builders.
* Responsible for managing Up-country channel partners (North Karnataka) and providing enough back up to close the orders.
* Responsible in enriching the portfolio of **project sales**.
* Responsible for **stock management** for specific territories across Bangalore and Hubli.
* Strategic planning for budget allocation, sales targets and participating in major events (Ace-tech and interior related exhibitions).
* Provide monthly report on each dealer in the territory to ASM and RSM.

**SCHOLASTICS**

**Visveswaraiah Technological University campus, Belgaum**, **Karnataka**

Master of Business Administration (Sales and Marketing, 2009-2011).

**RLS Institute of science, Karnataka University Dharwad, Dharwad, Karnataka**

Bachelor of Science (Mathematics, Physics and Electronics, 2005-2008).

**Govt PU college, Jamakhandi, Karnataka State Secondary Education, Karnataka.**

PUC (Physics, Mathematics, Chemistry and Biology, 2003-2005).

**Govt High school, Jamakhandi, Karnataka State Secondary Education, Karnataka.**

SSLC (2002- 2003).

**EXTRACURRICULAR ACHIEVEMENTS**

* Won 1ST Prize in inter class Chess championship 2011, VTU, Belgaum.
* Won Best Physic Award 2011, VTU, Belgaum.

**INTERESTS**

* Athletics, cricket and chess.

**PERSONAL DETAILS:**

|  |  |  |  |
| --- | --- | --- | --- |
| **Date of Birth** | 19th Oct 1986 | **Nationality** | Indian |
| **Gender** | Male | **Marital Status** | Married |
| **Fathers Name** | Mr. Narayan T Joshi | **Languages Known** | English, Hindi and Kannada |