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| SANJAY MISHRA  25/109  Behind government hospital  Indiranagar  Chhibramau Kannauj  U P  Pin 209721  Mob # 8884200088  [sanjaymishra10100@gmail.com](mailto:sanjaymishra10100@gmail.com) | |
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| 29 years of experience as Expert salesperson in Ceramics Tile industries with a proven ability to negotiate and close deals. Top-rated sales professional with dynamic, creative solutions. Excellent communication skills with the ability to cultivate valuable client relationships | |
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| Professional strengths include: | |
| |  |  |  | | --- | --- | --- | |        Sales & Business Development         Team Leadership         Account Management |     Productivity Improvements |        Conflict Resolution         Vendor Relationships         Market Expansion | | |
| **EXPERIENCE**  **Emcer Tiles Pvt Ltd ( June 28,2018 to December 2021)** GM\_ KARNATAKA  Successfully launched slabs in Karnataka market  Appointed 3 Distributors to caters 120 sub Dealers in Karnataka market  Appointed 5 direct dealers in Karnataka market  Responsible for primary and secondary sales of product Range  **Simero Vitrified Pvt Ltd (**March 2015 to July 2018)  GM- KARNATAKA    Successfully Launched 800x800 and 800x1200 double charge  Vitrified tiles in Karnataka Market  Headed team of three executives  Leading and managing the sales team towards achieving the sales  And marketing goal with channel expansion and development  **Qutone ceramics pvt Ltd (** May 2012 - March 2015) (2yrs 11 months)  G M -SOUTH  Looking after Karnataka , Hyderabad, Goa, a part of TM  Leading the team of 6 peoples  Contributed in establishment of market and product  Positioning in tamil naidu market  **Swastik ceramics**  GM –KARNATAKA (Nov 2007 – May 2012) (4yrs 7 months)  Successfully launched swastik tiles in Karnataka market  Leading a team of 3 peoples in Karnataka | |
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| **Citi Tiles Limited (Sept 2003 –Nov 2007) (4yrs 3 months)** |  |
| GM- KARNATAKA | |
| * Launched city tiles in Karnataka market * Heading the team of 3 executives * Consistently raised the turnover and profitability * Participated in inside oudside megha show * New business development in highly competitive market   with presence of organized and unorganized sector | |
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| **Bell Ceremics Ltd (Nov 1993- Aug 2003)( 9yrs 10 months)**  AREA SALES MANAGER - KARNATAKA   * Launched Bell Ceramic in Karnataka market * Responsible for retail market development activities for entire range of product * In Karnataka market * Ensure timely services delivery as well as collection from the clints * Within stipulated credit period while managing the distribution system of the * Company and maintain smooth operations   **Dabur Pharmaceuticals limited ( June 1991 –Oct 1993) (2yrs 4 months)**  AREA SALES EXECUTIVE- KARNATAKA   * Responsible for sells and marketing of ethical products in Bangalore market * Heading team of 3 medical representatives * Accountable for appointing and expanding the dealers network to generate volume sales * Launching of new product ,proper implementation of company policy |  |
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| **EDUCATION | CREDENTIALS** | |
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| B.sc Kanpur University , 1987 Kanpur university  Post Graduate Diploma in Marketing Management, 1990 Bangalore university  Post Graduate Diploma in Business Administration ,1991 Bangalore university  NCC- Air Wing “C” Certificate  Date of Birth 23 Aug 1968 | |