BIO-DATA

NAME : **SANGRAM DATTAJIRAO KARALE**

DATE OF BIRTH : 18TH **AUGUST 1972**

ADDRESS :  **Shreyas Terraces 700 B/A**

**2nd Floor,**

**Unit No. 5, Sarnaik Colony,**

**Shivaji Peth, Kolhapur. 416012**

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***QUALIFICATION***

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| --- | --- | --- | --- | --- |
| **NO** | **EXAM** | **BOARD/UNIVERSITY** | **YEAR OF PASSING** | **CLASS** |
| 1. | BBA | INSTITUTE OF BUSINESS MANAGEMENT STUDIES | 2000-2001 | I |
| 2. | D.PHARM | BOMBAY TECH. BOARD | 1992-93 | II |
| 3. | SSC | ST.XAVIER’S HIGH SCHOOL KOLHAPUR | 1989-90 | II |

**EXPERIENCE**

**1. CRYSTAL CERAMIC INDUSTRIES Pvt. Ltd**

Currently working as RSM with CRYSTAL CERAMIC. Appointing new dealers, project visits, architect visits is my job profile. Kolhapur, Sangli, Satara, Karad Sindhudurg, Ratnagir are the areas I look after under Kolhapur head quarter.

One senior sales executive and one ASM are reporting to me.

**2**. **SIMERO VITRIFIED Pvt.Ltd. (**01 August 2015 to 02/05/2017) as ASM

Kolhapur, Sangli, Satara, Ratnagiri and Sindhudurg, are the areas in which I work under Kolhapur head quarter.

***JOB PROFILE***

To meet the architects, interior designers’ builders introduce them about double charge neo shield vitrified tiles, its quality and rates and to convert them to SIMERO customerand if required appointing new dealer.

**3. PEARL IMPEX Pvt.**

Worked with PEARL IMPEX. (21st Jan.2013 to July 2015) as ASM

Kolhapur, Sangli, Satara, Ratnagiri and Sindhudurg, Goa and some part of Karnataka are the areas in which I work under Kolhapur head quarter.

***JOB PROFILE***

To meet the architects, interior designers’ builders introduce them about vitrified tiles, its quality and rates and to convert them to PEARL IMPEX **customer** and if required appointing new dealers

**4. COMET GRANITO LTD (**from **01/08/2008** to **December 2011**)

Worked as Area Sales Manager for two years and four months **with** **COMET GRANITO LTD.** Kolhapur, Sangli, Satara, Ratnagiri and Sindhudurg are the areas in which I work under Kolhapur head quarter.

***JOB PROFILE***

To meet the architects, interior designers’ builders introduce them about Comet vitrified tiles, its quality and rates and to convert them to **COMET GRANITO customer** and if required to appoint new dealers.

**5. ORACLE GRANITO (**from **07/04/2006** to **July 2008**)

Worked as Senior Sales Executive for two with **ORACLE GRANITO LTD.** Kolhapur, Sangli, Satara, Ratnagiri and Sindhudurg are the areas in which I worked under Kolhapur head quarter.

***JOB PROFILE***

To meet the architects, interior designers’ builders, introduce them about Euro vitrified tiles, its quality and rates and to convert them to **ORACLE GRANITO customer**.

**7.EURO CERAMICS LTD (**from **29/03/2004** to **March2006**)

Worked as Business Development Executive for two years with **EURO CERAMICS LTD.** Kolhapur, Sangli, Satara, Ratnagiri and Sindhudurg are the areas in which I work under Kolhapur head quarter.

***JOB PROFILE***

To meet the architects, interior designers’ builders, introduce them about Euro vitrified tiles, its quality and rates and to convert them to EURO customer.

**8.** Worked as Senior Sales Executive / Team Leader for **BPL CELLULAR LTD.**.

***JOB PROFILE***

To train the new executives by giving them proper training about handling the customers and convincing them. Going to new customers that is cold calling with them to their cold calls helping them to tackle their customers when they find difficult to convince the customer. Five member team use to report me.

**6.** Worked as Team leader for **RELIANCE INFOCOM** (with INFINITY WIRELESS DIVISION DSA in Kolhapur) for one year.

***JOB PROFILE***

To train the new executives by giving them proper training about handling the customers and convincing them. Going to new customers that is cold calling with them to their cold calls helping them to tackle their customers when they find difficult to convince the customer. Five member team use to report me.

Worked as Sales Executive u for one year with MAI TVS (Dealer of TVS SUZUKI in Kolhapur)

***JOB PROFILE***

To handle the showroom customers & give them the details of TVS products.

***Worked as Pharmacist in a private clinic for one year.***

***JOB PROFILE***

To give the medicines as prescribed in the prescription and to explain the dosage of the medicines, also to dress the wounds sometimes.

(As it was necessary as a part of my diploma in pharmacy)

(With INIFINITY SYSTEMS Dealer of BPL CELLULAR LIMITED in Kolhapur) for two years

***EXTRA CURRICULAR ACTIVITES:***

Completed Medical Transcription crash course of five months.

***SPORTS:***

Represented schools as well as college football team during inter school and zonal level.

Was gold medalist in weight lifting competition in the weight group of 54kg in school during inter school and zonal level competition.

**HOBBIES**

Listening music, traveling, playing football and body training.

SANGRAM D. KARALE