**CURRICULUM VIATE**

C.S.SEKHAR

**New No.55 Old No. 52-A FLAT G-6**

**PARAMOUNT COURT 12TH AVENUE**

**ASHOKNAGAR CHENNAI-600083**

**Email: seshadri62@gmail.com**

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**Objective:**

**To effectuate as an Individual and as a team to achieve the set goals with a positive approach.**

**PRESENT WORKING POSITION**

**DESIGNATED AS/S. BINS INTRNATIONAL. CHENNAI HEADING THE ABS DOORS**

**DIVISION ALL OVER INDIA CHANNEL SALES FROM 2016 MAY**

**TILL DATE**

**PAST WORK STATUS**

**DESIGNATED AS BUSINESS DEVELOPMENT MANAGER IN M/S.**

**JACSONS VENEERS AND PANELS PVT.LTD FROM JUN 2015 TO APR2016**

**ALLOVER TAMIL NADU HANDLING DOORS DIVISION THROUGH CHANNELS**

**SALES BUILDERS ARCHITECTS PROJECT MANAGEMENT CONSULTANTS**

**PREPARING QUOTATIONS ORDERS AND PAYMENT FOLLOW UP**

**PRODUCTS- PREHUNG DOORS FLUSH DOORS LAMINATED DOORS MOULDED**

**PANEL DOORS.**

**PAST WORKING STATUS:**

**DESIGNATED as SALES MANAGER (SOUTH INDIA IN M/S. ANCHOR ALLIED FACTORY LTD SHARJAH**

**FROM DEC2012 TO APR 2014 PROMOTING ASMACO BRAND SILICON**

**SELANTS WEATHERSELANTS PU FOAM SPRAY PAINTS RTV SELANTS**

**PAST WORK STATUS:**

**Sept. 2005 – OCT2011**

**DESIGNATION: SENIOR TEAM MEMBER-CHANNEL SALES**

**Organization: M/s.Dorset Kabasecurity Systems Pvt. Ltd. New Delhi,**

* **Reporting to Asst. V.P. Marketing and handling architecture hardware products through dealers network.**
* **Payment follow-up, contacting builders, architects, interior designers, etc**
* **On joining in 2005, I increased the sales in Tamil Nadu from 1 cr. to 3 crs. till 2010 31st March**
* **I have increased dealers network from 13 to 28 upto tip of Tamil Nadu.**
* **I through dealer’s network I procured project order worth 50 Lacs at one stroke.**

**Previous Experience:**

**July 1997 To July 2005**

**Designation: Area Sales Executive**

**Organization: Andamans Timber Industries Ltd. Kolkata..**

**Responsibilities:**

* **Reporting to Technical Director / Regional Manager based at Chennai covering Tamilnadu and a part of Andra Pradesh.**
* **Promoting of rubber wood products (finger jointed edge glued panels, panel doors, parquet flooring, imported** **MDF boards**, **HDF laminated flooring and Wall panels** ) **through dealers architects, interior designers, builders, consultants.**
* **Finalising the orders, despatches coordinating with factory and payments follow up.**

**Sept 1995 to Apr1997**

**Designation: Resident Manager**

**Organization: M/s Zenith Hardware Industries Pvt. Ltd, Anantapur, AP**

**Responsibilities:**

* **Base at Chennai covering all Southern markets.**
* **Reporting to Managing Director controlling of field staff promoting builders hardware products (M.S. Powder Coated Hinges, Window Fittings, Tower Bolts) to dealers, architects, builders, contractors, projects.**
* **Order Booking dispatches, payments follow up and sales planning.**

**Aug 1990 to Aug 1995**

**Designation: Sales Officer**

**Organization: M/s Malabar Building Products Ltd. Cochin**

**Responsibilities:**

* **Base as Chennai and Coimbatore reporting to General Manager Sales.**
* **Marketing asbestos cement sheets, and accessories Cultured marble sanitary were products to dealers architects builders all over Tamilnadu sales depot operation order taking dispatches payment follow up etc.,**

**June 1988 to July 1990**

**Designation: Sales Representative**

**Organization: M/s Ramco Industries Ltd, Chennai**

**Responsibilities:**

* **Based at Hubli covering Northern Karnataka and Goa states.**
* **Reporting to Area Sales Manager Bangalore. Selling asbestos cement sheets and accessories. to stockists, contractors, steel truss fabricators etc., order procuring payment follow up, coordinating with factory for dispatches preparing of sheet breakage reports.**

**Present Pay Package: RS.7.00lacs perannum**

**Expected Salary: Rs. 8.00 lacs per annum**

###### Personal Details:

**Date of Birth : 09.06.1962**

**Father’s Name : C. Seshachari**

**Languages Known : Telugu, English, Hindi, Kannada, Gujarathi, Tamil**

**Educational Qualification : B.A. Graduation from Chennai University in June 1986.**

**( C.S. SEKHAR)**