

## **A.Jai Sankar**

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### **OBJECTIVE :**

**Seeking managerial assignments in Sales & Marketing / Business Development with a growth oriented organization of repute.**

### **PROFESSIONAL PROFILE:**

- Over 16 years of rich experience in Sales, Channel Management & Team Management in FMCG
- 3 years in Direct Marketing
- Having more than 16 years exp in FMCG products.
- Expertise In appointing Distributors with proper Infrastructure.
- An effective communicator with excellent relationship building & interpersonal skills. Strong analytical, problem solving & organizational abilities. Possess a flexible & detail oriented attitude.

**CURRENT EMPLOYER :** Kohinoor Specialty Foods India Pvt.Ltd.,  
**INTERNAL GRADE :** AREA SALES MANAGER - CHENNAI  
**DOJ :** 25.05.2020  
**CURRENT CTC :** **10.75 lacs.**

### **RESPONSIBILITIES**

- Increasing market share of the brands / products over competitors with the tune of market size of the products handling in the given area,
- Maintaining good visibility, width & depth of distribution.
- Planning trade promotional activities for the territory with in the given budgets.
- Coaching Sales IN charge & Territory Sales Executives to achieve the company's vision and objectives in the given area.
- Implementing required infrastructure in the territory for the smooth functioning of the business Achieving primary& secondary targets on MOC basis and achieving given MBO's of the year.
- Handling General Trade & Modern Trade

**Sourcing Channels** – Distributors and sales team.

**Reporting authority**–National Sales Head

**Location: Tamilnadu**

**PAST EXPERIENCE :**

COMPANY NAME	DESIGNATION	PERIOD	HQ
Zago Life	Area Sales Manager	June19 to April 2020	TN & Kerala
Kohinoor Speciality Foods India Pvt.Ltd	Area Sales Manager	Nov-17 to May19	Tamilnadu
Keya Foods International Pvt.Ltd	Area Sales Manager	Nov-16 to Oct-17	TN & Kerala
Rasna Pvt Ltd	State Head	July-14 to Nov-16	Chennai
Hindustan Coca-Cola Beverages Pvt.Ltd	Team Leader	Jan12 – June-14	Chennai
Dabur India Ltd.	Senior Sales Officer (GT & MT)	Nov 08– Dec 11	Chennai
S.C.Johnson Products Pvt.Ltd	Sr. Territory Sales Incharge (GT&W/S	Feb 05- Nov 08	Chennai
Sanghvi Distributors	Sales Representative	Seb 03 – Feb 05	Pondycherry
Eureka Forbes Ltd	Sales Executive (Direct Marketing)	Jul 99 – Sep 03	Tirunelveli

**PREVIOUS JOB RESPONSIBILITIES:**

- Achieving the Sales Target by motivating Sales team.
- Product training for sales team at regular Interval.
- Distributor Appointment & Development.
- Arranging customer meet for every product Introduction and updating.

**ACHIEVEMENTS:**

- Excellence award for the year 2005 (S.C.Johnson)
- Excellence Foco award for the year 2005(S.C.Johnson).
- Best Region Team – South for the year 2006(S.C.Johnson)
- Sales award for the year 2007 (S.C.Johnson)
- Best launch award for the year 2007 (Mr.Muscle,S.C.Johnson)
- Appointed Distributors in Chennai for Coke
- Launched successfully all Towns (Coke Minute Maid products).

**ACADEMIC CREDENTIALS:**

Degree	Mains	University	Mode	Year of Passing
B.Sc	Mathematics	M.S.University	Full time	1997
M.M.M	Marketing	Pondicherry University	Correspondence	pursuing

**COMPUTER KNOWLEDGE:**

MS OFFICE and INTERNET.

**LANGUAGES PROFICIENCY:**

	Read	Write	Speak
English	✓	✓	✓
Tamil	✓	✓	✓

**PERSONAL INFORMATION:**

NAME : **A.JAI SANKAR**  
 FATHER NAME : S.ARUMUGAM  
 DATE OF BIRTH : 06.07.1976  
 MARITAL STATUS : MARRIED  
 ADDRESS FOR COMM. : Plot No:11,  
 Jeevaratinam Street, Gangai Nagar  
 Kallikuppam, Ambattur  
 Chennai -600053.  
 MOBILE : 09710382299

I HEREBY CONFIRM THAT THE DETAILS FURNISHED ABOVE ARE TRUE TO THE BEST OF MY KNOWLDEGE.

STATION: Chennai

Date:

**(A.JAI SANKAR)**