

S KANAGA SANKAR

BRANCH MANAGER - AUTOMOBILE & CONSTRUCTION EQUIPMENT EXPORT SALES & LOGISTICS COORDINATOR

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WORK EXPERIENCE

Branch Manager

Charmy Trading Enterprise Private Limited
September 2013 to Present

Roles and Responsibilities

- Directly responsible for key accounts, implementing business sales strategies in assigned market to ensure maximum customer interface, developing strong relationship, market growth and profitability.
- Execute key account strategy, defining strategic approach on RFQs & tenders; actively partnering with business units to deliver accurate pricing and timely service.
- Export documentation, aliasing with CFS agents for export clearance, inspection, GST documentation and GST refund for all shipments.
- Execute the organization's sales plan in order to increase the business with assigned customers, ensure high closing ratio and develop new leads in existing markets and develop new market for business.
- Reach targets and goals set for the region. Provide leadership by demonstrating excellent sales capabilities, expert sales tactics, and customer relationship management.
- Monitoring volume, profitability, pipeline, overdues, and ensuring immediate actions in case of deviations.
- Application of problem-solving techniques especially with road transportation and sea freight for automobiles, excavators, rigs and similar construction machinery.

PROFESSIONAL SUMMARY

Having 8.5+ years of experience in sales of which 8+ years in B2B international sales of automobiles & construction machinery; handling logistics for complex, odd sized and heavy machinery and finding shipping solution; after sales service and spare parts and OEM support.

SKILLS

International sales



Market research



Key account management



Custom clearance through CHA



Freight negotiation



Logistics coordination



- Provide after sales support to retain customer accounts by taking up order for spare parts, OEM order, quotation preparation and shipment of parts
- Handling dealer and distributor network for sales of all used automobiles and machinery in international markets.
- Maintaining the administration of the Chennai office of the company, recruiting sales staff for the team.
- Take full responsibility on the absence of the Managing Director of the company and will report to direct to (MD).

Corporate Management Trainee

PERSISTANT, a SBU of Appco group
April 2013 to September 2013

Roles and Responsibilities

- Recruitment and training of new candidates and managing the team by assigning targets to them and helping them achieve their targets.
- Approaching customers directly and convincing them for sales of products based on the given locality so that /weekly/monthly targets are achieved.

PERSONAL PROFILE

Date of Birth: 13 September 1990

Language known: English, Tamil, Hindi

Passport Number: K4265884 valid up to 23/07/2022 and issued at Chennai

HIGHLIGHTS OF MY CAREER

- Experience in handling logistics via road transportation and sea freight for complex, odd sized and heavy equipment
- Experience in export sales of automobiles, dealer network management and logistics of used cars in both RO-RO, container, flat rack and break bulk shipment.
- Experience in export documentation, aliasing with CFS agents for export clearance, inspection, GST documentation and GST refund for all shipments.
- Created business opportunities with new purchase market and sales market which led to quick growth and rapid increase in turnover of the company
- Traveled around India and abroad to purchase vehicle and executing acquired orders
- Strategical change in approach regarding stock purchase effectively leading to a higher turnover for the company
- Expertise in creating business avenues with high profile clients, their retention and customer retention.
- Sales experience in numerous international markets.

EDUCATIONAL BACKGROUND

Symbiosis Centre for Distance Learning (SCDL)
PGDBA in Marketing

Rajiv Gandhi College of Engineering
B.E. (Electrical and Electronics Engineering)