

SHINESH NAMBIAR

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CAREER OBJECTIVE

To be an effective and efficient professional by building a career in an environment which will help me to explore myself and contribute immensely to the success of the organization.

PROFESSIONAL SUMMARY

- An IIM Ahmedabad Alumnus, Sales & Marketing professional with experience of managing business from all 5 South Indian states.
- Business leader with expertise in appointing and developing new channel partners (distributors & dealers) for the business.
- Experienced in generating business from both Channel sales and Institutional / project sales.
- An effective communicator with excellent relationship building & interpersonal skills, strong analytical, problem solving, team handling & organizational abilities.
- Attended Cordless tools training in Malaysia during stint with Bosch Ltd.
- Experienced in sales and marketing of building material domain, Bathroom products, power tools, lighting, construction equipment.

WORK EXPERIENCE

Brilloca Ltd (Hindware) - D. Regional Manager & National Account Manager (Jan 2019 to till date)

- Responsible for Sales and Marketing of Hindware sanitary ware, faucets, vanity and bathroom products of Tamil Nadu state and national Key accounts.
- Generate business from distributors, dealers and institutional sales.
- Lead a team of Territory Managers, Key account managers, Business development executives.
- Responsible for business from key national accounts for their pan India projects business.
- Specification and approval of product through architects, specifiers, contractors, government dept.
- Channel Management - Distributor, dealer and sub dealer Management.
- Brand development activities like participation in Sales Seminars, builders meet, architect meet.
- Manage and train team members to achieve their monthly and yearly targets.

Bosch Ltd. Regional IBU –South India, Sales & BD (Aug 2014 to Jan 2019)

- Responsible for the sales and business development for the region of South India for 'SKIL' brand of Power tools in Power Tools Division of Bosch Ltd.
- Responsible for sales of power tools through distribution business (dealer and sub-dealer sales).
- Responsible for business from large scale institutional and industrial customers.
- Implementation of loyalty scheme among channel partners and end users like plumbers, contractors.

Philips Electronics India Ltd.**Sales & Marketing (Sep 2013 to Aug 2014)**

- Responsible for the business of Philips professional Lighting division, solar lighting, poles, high mast, controls automation for north Kerala and south Karnataka region.
- Generate sales through Electrical contractors, architects, distribution and industrial sales for lighting products.
- To appoint, train and appraise the dealers and distributors.
- Business development with key accounts like Airport Authority of India, Govt. accounts like PWD, CPWD, Railways, Corporations, Industries, specifiers, Key Architects, Builders, Electrical consultants, contractors, Retail showrooms etc.

Havells India Limited**Asst. Manager: Sales (May 2011 to Sep 2013)**

- Responsible for the business of lighting and luminaries division for Havells and Sylvannia range in western TN region.
- Channel Management – Distributors, dealers and sub dealers.
- Manage primary and secondary sales of Havells and Sylvannia industrial and domestic Luminaries products through dealers, distributors and institutional customers.
- Business development with key accounts like Railways, Municipal Corporations, Industries, Key Architects, Builders, Electrical consultants, contractors, Retail showrooms etc.
- Responsible for tracking competition activities, organizing events with architects, consultants, contractors and channel partners.
- Appointing dealers / business partners in gap town areas.

Accenture Services Pvt. Ltd.**Software Engineer (Aug 2006 –Aug 2008)**

- Worked as a senior programmer in development of web application for clients in healthcare domain.
- Involved in planning, preparation and execution of Test plan.
- Involved in fixing defects and testing of the application.

QUALIFICATION	SPECIALIZATION	INSTITUTE / UNIVERSITY	YEAR
AGMP	General Management	Indian Institute of Management Ahmedabad	2020 - 21
PGDM(GEN.)/ MBA	Marketing & Operations	Lal Bahadur Shastri Inst. of Mgmt., Delhi	2009 -11
B. Tech	Mechanical Engineering	College of Engineering Trivandrum	2002 - 06
H.S.C	Math, Physics, Chemistry	SRM Jr. College, Hyderabad/AP Board	2000 - 02
S.S.C	General	KV Yeddumailaram, AP/ CBSE	2000

ADDITIONAL INFORMATION / OTHER DETAILS

Father's Name: M Purushothaman
Date of Birth: 27th June 1984
Languages Known: English, Hindi, Tamil and Malayalam