

Rupesh Tikku, Age 55 years

+91 98494 22136

B.Com

rupeshtikku@gmail.com

001, Arizona Heights, Teacher`s Colony, East Marredpally, Secunderabad

Core Competencies

- Worked in medium to large companies.
- Concept Selling & New product launches.
- Project Sales & Management.
- Franchise Management.
- Institutional Sales.
- Channel Sales.

Great SportsTech Ltd - South Asia, Nov 2004 onwards

Director Sales

National Sales Manager

During this phase I have interacted with high profile people like the President of Maldives, Ambassadors, Sports Ministers, Chief Ministers.

Involved in high value deals of Rs. 25crs- Rs. 350crs

In Great SportsTech Ltd I have been interacting with 9 American & European Technology partners for our product range.

Awarded the Single Largest Artificial Grass Soccer Fields Contract in South Asia in Meghalaya. Won contracts for FIFA Size Artificial Grass Soccer & FIH Size Hockey Fields from the States of Mizoram, Sikkim, Meghalaya, Jharkhand & Kerala. Closed the first Railway project for Great Sports for a Hockey field at ICF, Chennai. Helped close a Hockey field for SCR, Hyderabad

Partly Instrumental in the procurement of the only Synthetic Running Track Contract for an Obstacle Course for the 4th WISM World Military Games in Hyderabad.

Awarded projects for Indoor Cricket Academies with Afghanistan Cricket Association, Kabul with FieldTurf artificial grass and also for MPCA, Indore- Madhya Pradesh Cricket Association.

Helped procure SnapSports interlocking modular sports flooring contract for Futsal courts across 35 islands in Maldives, the largest SnapSports export order in their history.

Closed the largest Modular Galleries deal in the World with Alcor Equipments, France for UD&PA, Mizoram.

1. Received Certificate of Commendation from FieldTurf, USA Apr 2014.
2. Received Outstanding Achievement Award from Great Sports Infra.
3. Panel Speaker at The International Education & Skills Summit, Bangalore Sept 2015, on Sports in Education.
4. Attended the Global Sports Summit in New Delhi in Feb 2016 as a Delegate.
5. Speaker at the International Sports Expo, Pune- 5th-8th May 2016,
6. Received Excellence Award from Great Sports Infra on 17th Aug 2017.
7. Received CNBC TV 18, Emerging India Award for Green SME on behalf of Great Sports Infra, 8th Feb 2018.
8. Speaker at the Sport India Conference, Delhi- 9th Aug 2018
9. Panellist on a webinar about Sports Infrastructure & Government Support on 28th Apr 2020
10. Mention of Great SportsTech Ltd along with me regarding Sports Infra in India in the book Mission Gold by Sudipta Biswas.
11. Speaker at Eduwell Conclave 25th Sept 2020.

RC Cola Oct 2002 - Oct 2004 · South India, Hyderabad

General Sales Manager

Launched RC Cola in India. Soft launch done through imported slim cans from Bangladesh. RC Cola was launched only in PET bottles.

Set up distribution channel and made RC Cola prominently available in Organised Retail.

Parle Agro Pvt Ltd Oct 1993-Oct 2002, Nepal, East & Central India

Regional Sales Manager

Launched Bailey Mineral Water in Nepal. Increased Frooti's market share in Nepal and strengthened its market leader position in the Fruit drinks market. Introduced a unique scheme to benefit retail for Bailey by buying back the cartons from retail and reusing them in the packing again.

Conducted school visits to the plant in Nepal and ensured high TOM in the core customers.

Introduced a unique scheme in Central India for Frooti of distributing items like Glass, Watch, Fans etc instead of the regular Frooti packs and it was received well in the market.

Area Sales Manager

Streamlined the Kathmandu wholesale chain and introduced training programmes for the Franchise team.

McDowell & Co Ltd- Jul 1991 - Sep 1993, Vidarbha and Marathwada

Area Sales Executive

Made Vidarbha & Marathwada the largest selling region in India for Diplomat Whiskey through innovative and aggressive visibility campaign through outdoor media and innovative schemes for the trade.

Launched Single Malt Whiskey, Celebration Red & White Rum, Bonus Whiskey, McDowell Premium whiskey during my tenure in the region.

Through a strong distribution channel helped maintain the No1 position for McDowell & Co. Ltd

Blow Plast Ltd- July 1989-June 1991, MP and Vidarbha

Sales Officer

Coordination with distribution chain for institutional sales. Displaying the uniqueness of Moderna fully moulded chairs by personal demonstration at the sites. Ensured division of Nagpur territory between the distributors so that infiltration of territory is avoided.

Training programmes for the distributor sales team.

Maintaining the market leader position for Moderna.

Institutional Sales and co-ordination with distributors for Moderna. Institutional Sales and co-ordination with distributors for Moderna.