

Ravindra S. Shrikondwar

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Current Profile

Position : Sales Manager (08/2019 till date)

Organization : M. S. Enterprises, Nagpur

Profile :

- Acquiring new customers, preparing proposals and RFQ
- Sales team management along with back office working
- Business Development and setting sales targets.
- After Sales Service
- Customer Relationship Management
- Recruitment for sales, back office, Customer service and business agents
- Project co-ordination and site supervision
- Techno-commercial activities and payment follow up.

Company is into supply and application of refractory, Turbine Insulation to power plants.

Customers includes NTPC, state power generation companies and major private players.

Previous Experience:

Position : Deputy Sales Manager (10/2015 to 06/2019)

Organization : Premier Explosives Ltd, Nagpur

Profile :

- Managing customers for sales of Mining Explosives.
- Handling techno-commercial activities.
- Sales and technical team handling.
- Presenting the company and dealing with top executives of the customers.
- Forecasting and setting sales targets.
- Clients includes Coal India Ltd., MOIL, SCCL and other private players.

Position : Sales Manager (06/2010 till Sep' 15)

Organization : AMA Industries Pvt. Ltd., Nagpur

Profile :

- Generating enquiries for mining explosives sales.
- Assist in the development and creation of company sales target and forecast.
- Presenting the company to customers. Dealing with top executives.
- Plan, organize, direct and control the technical & sales staff for achieving goals.
- Handling techno-commercial activities, tendering and payment collections for all the clients.
- Recruitment and training of personnel.
- Assist the sales personnel whenever needed and closing the calls
- Clients include government as well private mining companies. Major clients are *Singareni Collieries Co. Ltd., Coal India Ltd, MOIL Ltd., SAIL, private mining companies, etc.*

Position : **Sales Manager**, Nagpur (06/2008 – 04/2010)

Organization : **EM Services (P) Ltd.**

Profile :

Company is into the business of Turbine-Generator maintenance / repairs and supply of critical spare parts for Power Plants.

- Generating enquiries from existing customers.
- Business development for adding new clients,
- Managing team for techno-commercial activities,
- Presenting company for acquisition of new customers.
- Coordinating with technical team and other general sales and marketing activities.
- Major customers included government, public sectors and private power plants like *MAHAGENCO, Neyveli Lignite Corp, NTPC, private power plants*, etc.

Position : **Branch Sales Manager**, Amravati (05/2007 – 06/2008)

Organization : **HDFC Life Insurance Ltd.**

Profile :

- Managing team of Sales Managers and financial consultants for the life insurance sales
- Responsible as a profit centre head
- Achieving branch targets on all parameters along with the team
- Administration of the branch
- Responsible for training, product knowledge, skills improvement of the branch.

Position : **Sales Manager**, Raipur (10/2006 till 04/2007)

Organization : **ICICI Lombard .**

Profile :

- Managing two wheelers dealers for sale of policies of different two wheelers models.
- Handling entire Chhastigarh state for the sale of two wheeler policies with team of 2 Unit Managers and 5 Sales Officers reporting.
- Achieving sales target through appointed channels and expanding it.
- Responsible for achieving business targets
- Training and skill development of sales and back office executives.

Position : **Territory Sales Manager**, Pune (06/2005-10/2006)

Organization : **Essar Oil**

Profile :

- Managing channels for sale of MS and HSD i.e. dealers/ franchisees
- Chalking out sales targets and achieving it through appointed channels.
- Appointing more channels for setting up retail outlets for selling MS and HSD.
- Managing team of officers.

Position : Territory Sales Officer, Executive – Marketing (09/2001 – 06/2005)

Organization : **Ambuja Cements Ltd., Mumbai**

Profile :

- Handling distribution channels i.e. dealers and retailers.
- Preparing monthly sales target and quarterly activity planner with regard to dealers - retailers sales.
- Responsible for 36,000 MT sales per annum and to generate the collections accordingly.
- Managing strong base of 30 dealers and 150 retailers.
- Sales co-ordination, analysis and market mapping.
- Managing sales promotion schemes, advertising on local level and sales promotion activities.

Academic Credentials

M.B.A. – Marketing Management – 2000 – 64% - Sinhagad Institute of Management, Pune University

B.E.. – Mining Engineering – 1998 – 71% - Ramdeobaba Collage of Engineering and Management,
Nagpur University

Personal Particulars

- Father's Name : Sudhakar B. Shrikondwar
- Date of Birth : July 8, 1974
- Marital status : Married