Personal information

Name Sudheer Hublikar

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Headline 1)Looking for a new job only salary based, 2)Can join immediately, 3)Education, Manufacturing, Construction

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Profile

Education

2002 - 2004 MBA Marketing Karnataka university

1996 - 2001 B Sc (P.M.E) Electronics P.C. Jabin Science Collage

1984 - 1995 SSLC High school Lions English Medium School HUBLI

Experience

2018 - now Area Manager at Ebix Smartclass (over 3 years)

Company was into design, development of app, software and hardware for educational institutes

My job and responsibilities were planning, collection, marketing and sales of solution to primary and
secondary education institutes in assigned territory both private and government establishment. End to end
sales process and coordination with all the offices at state and national level with all the departments heads
and planning other activities like research and analyzes in assigned territory, end to end sales process cycle

2017 - 2018 Zonal Manager at Goldenview Media Education (6 months)

Company was into Political Research and consultation, designing, implanting educational ERP and election software My job and responsibilities were recruit, train, motivate, mentor team in assigned territory and plan, organize, implement strategies and research work as per the client requirement and the management of the company heads and team.

Visit, presentation, end to end sales process cycle, collection of ERP and other software

2016 - 2017 sales and marketing manager at Aakash Educational Services Limited (about 1 year)

Company started Its new corporate branch for training and coaching for medical and engineering enters and

other computation exams for school My job and responsibilities were to visit primary and secondary education institute for presentation about serveries offered and consulting, admission, collection targets and coordination with operation and other department at the corporate office and educational institutes and individual clients. Apart from this initial

worked at site offices and identify office space, ATL, BTL and other advertising spaces, vender

management, accounting supervising venders team for outdoor activities, planning other activities like

research and analyzes in assigned territory, end to end sales process cycle

2015 - 2016 Seiner Sales at MediSys EduTech Pvt. Ltd. (8 months)

Company was into create, design and develop content and it infrastructure for Medical educational industry My job and responsibilities were to prospect, presenting, negotiation, finalizing, coronation, collection with both client and companies all department and management and authorities in private and government medical intuition in assigned territory, planning other activities like research and analyzes in assigned territory, end to end sales process cycle

2013 - 2015 Sales And Marketing Representative at Elsevier (about 2 years)

Company was into publication of both digital and print content for professional educational courses and software

My job and responsibilities were to get adoption, develop channels, sales, collection and marketing of published materials of the company in allocated territory. And plane, organize and coordinate sales and marketing activated with operation, channels and their partners in the assigned territory, planning other activities like research and analyzes in assigned territory, end to end sales process cycle

2006 - 2013 Marketing and Communication at Gühring KG (over 6 years)

Company was into manufacturing of Cutting tool for aerospace, automobile, CNC and OEM

Started as a management trannie and worked in stores, production, quality, coating, designer, sales and marketing departments

My job and responsibilities were budget, plan, manage, implement, organize all activities of marketing for Indian operations and update Indian management and German head office and communicate all activities of the company at appropriate forum both internal and external commutation and MARCOM strategies.

Monitor, analyst research coordinate project and regrinding business and operation of India and surround SAARC region attached to Indian territory.

2004 - 2006 Asst Manager Marketing at Super fire Engineering Pvt Ltd (over 2 years)

Company was into fire and safety, IT infrastructure, building management and security systems with latest technology

My job was to handle technical and commercial end to end sales process both projects business & tender business verticals and all marketing activities by OEM suppliers and organization in the assigned territory of south India And build up and develop new client base and close relationship with government, mega builders, developers, architects, civil contractors, contractors both government and privet sectors. Ensure all payment, collection, targets on monthly bases