**KAMESHWAR PAKALA**





Linkedin.com/in/pakalakameshwar/



Hyderabad,Telangana



Pakala.kameshwar@gmail.com



+9160023424



Aug 24, 1984



11 .7 Years experience



**About Me**

**Marketing and Sales Professional**

“Effective Sales and Management professional with 10+ years of experience and exceptional interpersonal and communication skills and an extensive background in the following broad-based competencies:

**Consultative Sales New Business Development Strategic Planning**

**Staff Management Key Account Acquisitions Channel Sales**

**Key Relationships Account Management Client Satisfaction**

Demonstrated ability to promote products and services and secure and develop channels/distribution to maximize company profit. Proven ability to cultivate productive relationships with key decision makers and manage projects on a global basis to achieve corporate goals. Accomplished manager of annual budgets exceeding 900+ CR .

Seeking to leverage my proven track record of maximizing company fulfills the Sales Management position at your company.”



**Education**

**Masters, Business Administration Pursuing**Indian institute of Management ,Kozikode

**Masters, Business Administration** Graduated, July 2010All Indian institute of business management Marks 69%   
Hyderabad,Telangana

**Bachelor, Technology** Graduated, July 2008All Indian institute Technology Marks 74%   
Hyderabad, Telangana

**10+2** Graduated, July 2003Board of secondary education MP Marks 56%   
Jabalpur,MP



**Professional Qualifications and Affiliations**

* Apple certified sales professional
* PG Diploma in Computers.
* Diploma in Hardware .



**Career Highlights**

* Won GM,s club Award at Apple Inc for best employee of the year.
* Secured 1th rank in India & 18th rank in world as an Apple Product Professional.
* Received MD’S appreciation mailer for Outstanding Training in AP.
* Created Scripts and Customer Engagement Material for On-floor Training .
* Authorized Trainer for training customers on Apple products.
* Rated with significant contributor and excellent performer in all the appraisal in all the organization.



**Skills & Strengths**

* Willingness to Learn and Explore Hiring and accusation of new talent,
* Successful in Meeting New Challenges Managing Diversity
* Interpersonal and Communication Skills Ability to Think Logically
* Training, Mentoring, & Counseling Straight Forwardness



**Work Experience**

**UNISMART TECHNOLOGIES LLP**

**DIRECTOR SALES Jun 2018-Present**

* Designing strategies, new schemes and business development plans.
* New distributer acquisitions-Created 8 distributers in a span of 3 months
* Primary and secondary billings.
* Tertiary and activations.
* Exceeded given targets and delegating targets to the team.
* Organized retailer meets and distributer meets.
* Delivered a vital part in hiring and accusation of new talent.

**Kenxinda Electronics India Pvt Ltd**

**Sales Head SEP 2017-JUN 2018**

* Designing strategies, new schemes and business development plans.
* New distributer acquisitions-Created 8 distributers in a span of 3 months
* Primary and secondary billings.
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**Celkon India Pvt Ltd**

**GM –Sales Apr 2016-Sep 2017**

* **Business and Pricing Strategy and Planning-** Created territory wise business model. Introduced BOM model for specific territory fetching good business at zero manpower cost.
* **Distribution Channel Management -** Successfully created a distribution network of over 52 distributers.
* **Generated business of 24 CR from negative market status .**
* **Team Management-I had 48 direct repotee’s including State heads ,ASM’s and TSM’s.**
* Control and evaluate current distribution health.
* Successfully managed Primary and secondary billings, Tertiary and activations.
* Organized retailer meets and distributer meets.
* Vital role in Companies Managements decision making in regards to policies etc.

**KARBONN Mobiles(UTL)**

**SALES HEAD-iNDIA Feb 2015-Jan 2016**

* **As a Head SMART PHONES & Retail Development I am Heading following verticals namely:-**
* **Business and pricing Strategy and Planning-** Designing strategies, new schemes and business development plans.
* **Smart phones Business for UTL Territory.**
* **Distribution Channel Management -Handled 285+ Channel partners.**
* **Handling business of 40 CR of smart phones per month.**
* **Team Management-Handled a team of 100+ including State Heads, ZSM, ASM, TSM, ISD, TL.**
* I handled R&D team. Part of decision making team on new handsets launch.
* Delivered a vital part in hiring and accusation of new talent. Responsible for conducting interviews and evaluations.
* Vital role in Companies Managements decision making in regards to policies etc.

**Celkon India Pvt Ltd**

**GM –Sales Jul 2013-Jan 2015**

1. **India Head for ISD Business.**
2. **Channel and Distribution management.**
3. **Handling a business of 15.5 Cr per month .**
4. **Created SOP and policies for driving ISD business in India.**
5. **Handled a team of 3 trainer’s, 4 ISD ASM’s and 589 Store Front Associates 31 TL’s Total 627 reportee’s. With lateral reporting of 36 ASM’s & delegating responsibilities and duties to them.**
6. **Handled Retail Audit Across India.**

* Delivered group and individual instruction and training, covering a range of technical, operational, and management areas.
* Formulated training outlines and determined instructional methods, utilizing knowledge of specified training needs and effectiveness of such methods as individual training, group instruction, lectures, demonstrations, conferences, meetings, and workshops.
* Delivered a vital part in hiring and accusation of new talent. Responsible for conducting interviews and evaluations..
* Selected and developed training aids, including training handbooks, demonstration models, multimedia visual aids like PowerPoint presentations and demo videos.

**Apple India Pvt Ltd**

**Apple Solution Consultant**  **AUG 2009-FEB 2013**

* Managing Apple’s Shop-In-Shops inside Apple Authorized Reseller premises
* Managing a team of 40 people and delegating responsibilities and duties to them.
* Driving Sales through the Brand Partners of Business size of 10.0 Cr.
* Establishing & Building Relationships with Corporate Customer Segments
* Supervising Inventory Levels and Managing City Wide Stock Transfers
* City-Wide Training of Store Sales Teams on Product Knowledge, Sales Etiquettes, New Product Launches, etc
* Ensuring Inline Maintenance and Scheduling Preventive Maintenance Cycles
* Monitoring Merchandising Guidelines as per preset Planograms
* Assisting in Product Demonstrations and Ensuring Customer Satisfaction



**Computer Proficiency**

* MS OFFICE
* MAIL AND EXCHANGE CLIENT
* Computer Hardware and networking.
* Windows
* Mac



**Languages**

* Hindi
* English
* Telegu
* Gujrati
* Oriya



**Personal Interests**

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| --- | --- | --- |
| * Music * Watching Movies |  | |
| **Personal Details** | |
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Father’s Name: Mr. P.S.N.Murty Marital Status: Married  
Birthday: AUG 24, 1984 Nationality: Indian  
Gender: Male

**Declaration**

I Kameshwar Pakala, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

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Kameshwar Pakala Place:- Hyderabad,TG