## R.M.NEELACHANDRA

**Mobile:** (+918197137687)

**Email:**neela2187@gmail.com

***Career Snapshot***

* **A Dedicated and focused person with a strong experience in Sales and Marketing assignments**
* Wide experience in coordinating with customers to resolve their problems
* Good knowledge of MS Office and basics
* Excellent track record in Sales Team management
* Strong communication as well as Inter personal skills
* **Handled various Sales and Marketing tasks with efficiency**

***Objective***

To secure a position with a well established organization and a stable environment that will lead to a lasting relationship and where I can maximize my **Sales experience**

***Area of Expertise***

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| --- | --- |
| * Administration | * Sales & Marketing |
| * Customer Service | * Supervision |
| * Coordination | * Document Controller |

***Career Snapshot***

***Asst. Area Sales Manager May’2016- Present***

**Aqua Excel Pvt Ltd**

* To make sales and marketing of CPVC, UPVC pipes & Fittings.
* Develops sales and marketing strategies and plans that add value to the achievement of company's goals and objectives.
* Assigns job to staff and directing, coaching, supervising, and leading them to achieve the desired sales output.
* Conducts periodic Plumber meet, customer research, market conditions, competitor data, and implements marketing plan changes in order to identify new potential clients and market.
* Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin.
* Initiates and coordinates development of action plans to penetrate new markets.
* Evaluates sales targets of team, execution plan and accomplishments towards planning results.
* Pricing of finished goods to the interest of Company.
* Guides pricing strategy and give adequate inputs to business to develop pricing strategies, balancing objectives and customer satisfaction.
* Establish and maintain healthy customer relationships in terms of business promotion.
* **Marketing ExecutiveOct’2015 – Jan-2016**

***MAHABALASHWARA PROMOTERS & DEVELOPERS (P)LTD.***

***Responsibilities:***

* Discuss with the client & finalizing price for the Residential / Commercial requirement as per their preference
* Help them understand about the company and the project which is ongoing as well as upcoming projects providing with complete knowledge
* Visiting the projects on weekly basis and proving the director with the site photos & work detail
* Contacting the agents or brokers on basis of requirement for taking care of the sales part
* **Business Development Manager July’2012 – Sep’2015**

***Impressions India, Bangalore***

***Responsibilities:***

* Carry out various **Secretarial** & **administrative support**, scheduling appointments, typing correspondence Identifying clients and buyers for HPL Exterior Cladding products.
* Preparing presentations for Architects and Builders to explain them about the product features.
* Training and Motivating Executives to achieve sales target.
* Team Co-ordination.
* Directing to installation team with the blue print about work process.
* Preparing and delivering PowerPoint presentations and paper presentations on projects to the clients.
* Getting projects in shorter time in competitor market.
* Identifying clients and buyers for HPL Exterior Cladding products.
* Coordinate with site engineers and provide Site day instructions provided by Project Manager
* Preparing for the presentation about the Product and the Installation details for the Architects and Builders to make the final order.
* Coordinate with all site office staff’s with their submission and daily action , provide prior suggestion regarding the next day work.

***Academic Qualification***

* **SSLC**

*Kendriya Vidyalaya Donimalai (CBSE), Ballari*

* *PUC*

*Kendriya Vidyalaya Donimalai (CBSE), Ballari*

* **Graduate in B.Com**

*Sandur Education Society College Sandur, Ballari*

* **Post Graduated in MBA Marketing**

*SDM College of Business Management Mangalore (Affiliated to Mangalore University)*

***Computer Skills***

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| --- |
| * MS Office ( Word, Excel & PowerPoint) |

***Key Skills***

* **Professional, Punctual** and with excellent organizational skills
* **Positive attitude** with attention to detail
* Work under pressure and complete high level workloads within strict deadlines
* Showed diligence in handling sensitive tasks
* Ability to multi task & manage competing priorities

***Linguistic Proficiency***

|  |  |
| --- | --- |
| * **English** – Fluent | * **Hindi** – Fluent |
| * **Telegu** – Fluent | * **Tulu** – Fluent |
| * **Kannada** – Fluent | * **Tamil** – Fluent |

***Interests***

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| --- |
| * **Literary** : Reading & Writing |
| * **Leisure** :Photography,Travelling * **Technical** : Web Surfing |

***Personal Information***

* **Date of Birth** : 20th June 1987
* **Nationality** : Indian
* **Marital Status**: Married
* **Passport Details** : N0724969
* **Address : **Door no. 8/East Facing, near river Palguni nagar, UrwaStore,****

****Mangaluru, Karnataka-575002****

* **Permanent Add** : Door no. 26/ Ward no.22

Sankalapur (Post),

Hospet taluk, Bellary dist,

Karnataka-583201

## Declaration

I do hereby affirm that all the above information furnished by me is true, correct and complete to the best of my knowledge and belief.

**R.M.NEELACHANDRA**

**Date**: 26-08-2016 **Place:** Mangalore.