**CURRICULUM VITAE**

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**B.PrabhuReddy**

**#3/ 1 J C Chetty Street**

**Dharnampet Gudiyattam**

**Vellore Dist. TN E-mail: bprabhu75@gmail.com  
632602 Mobile No: 9543861138**

**Objective**

To pursue a challenging task in the field of administrative marketing to achieve the target and to explore the inherent abilities much to satisfy the organisation towards the achievement of said goals

**Experience:**

1, currently associated as a **Senior** **Officer sales** & spl for Korean & Indian company

Whole TamilnaduChannel with **YoungBuhmwoo India Pvt Ltd**

Manufacture Ideal [**lubricants**](https://www.google.co.in/search?q=lubricants&newwindow=1&site=webhp&tbm=isch&tbo=u&source=univ&sa=X&ei=oNqnU-3ZEJGeugS7kIH4BQ&ved=0CEgQsAQ) For Auto Mobil Company Industry,,

From **Mar 2011-to till date** Handling All Korean Company and Indian Company

Received the Best **Senior officer sales** award given by**.**

**YoungBuhmwoo India Pvt Ltd** year of 2013-2014

# Roles & Responsibilities.

* Creating the sales order, Delivery collocation and transportation and founding The New Company and delivering the materials
* Analyzing the Market. Developing Customer network in Tamil Nadu, Developing New Customer network in Tamil Nadu,
* Continuous updating of the feedback from the market
* Devised and implemented new sales campaigns, consumer and trade promotions

**Experience:**

2, Worked as a **Senior** **Marketing Manager** Whole TamilnaduChannel with **ArudhraTrading co**. manufacture Ideal Raw Materials For foundries, welding electrodes Industry, Pharmacy Company, steel plants from **Jun 2009-to MAY 2012**Handling Foundry Company

# Roles & Responsibilities.

* Creating the sales order, Delivery collocation and transportation and founding The New Company and delivering the materials
* Analyzing the Market.
* Developing Customer network in Tamil Nadu, & Continuous updating of the feedback from the market
* Devised and implemented new sales campaigns, consumer and trade promotions
* Coordinated the area team activities, monitored sales performance levels

3, Worked as a **Marketing manager** in channel with **ShubhamTmt**

**Bars Company Ltd** Whole Tamilnadu from **Feb- 2006 to may-2009**

* Creating the Sales Order, Delivery, Transportation and Invoice
* Appointing New Traders & Builders & Dealers in assigned areas and Identifying new location
* Analyzing the Market.
* Developing Customer network in South India
* Continuous updating of the feedback from the market
* Taking care of Business in ( South India )

4, Worked as **Senior Marketing Manager in Hariom Pipe & Tubes company ltd** from Jun-2002 to Jan -2006 Hole South India Zone location

**Roles & Responsibilities:**

* Creating the Sales Order, Delivery, Transportation and Invoice
* Appointing New Traders & Builders & Dealers in assigned areas and Identifying new location
* Analyzing the Market.
* Developing Customer network in South India
* Continuous updating of the feedback from the market
* Taking care of Business in ( South India )

5,Worked as a **Branch Sales Manager** in **ICICI Home Finance** Co Ltd, NRI,S ( A P ) Nellore Regional from – **may -1998 to March – 2002**

# Roles & Responsibilities.

* Responsible for recruiting and developing the team of FRANCHIES and make them to get involved in the business.
* Responsible for literate the FRANCHIES to get awareness of NRIs people
* Responsible for Marketing and Builders & Contractors responsible for the business.

6,Worked as a **Marketing Manager Sales** in **Dalmia Cement Pvt. Ltd**.(Vellore, kanchipuram, Tiruvannamalai Districts) **February 1996 February1998.**

* Responsible For selling cement to Builders &Traders& Dealers

c) **Effective** Marketing Manager Sales training from Dalmia Cement Pvt. Ltd.

The program consists of

* Time Management
* Personal Effectiveness
* Communication and presentation skills
* Stress Management
* Quality Standards
* Counseling At Work Place
* Team Building
* Interview and G.D. skills
* Work Motivation
* Conflict Management
* Organizational Diagnosis

**Personal Strengths**

* Managing junior managers and team, Ensuring production of revenue and branch profitability, Lead team in investment product sales and delivery of customer relationship, Assess client financial situation and develop strategic financial planning solution.

**Milestones:**

* Performing diligently and achieving the target on a month to month basis.

**Qualifications:**

**MBA Marketing & Finance** Sri Venkateswara University 2003-2005

**M.A. Arts -** Sri Venkateswara University,Tirupathi 1996-1998

**B.A. Arts -** Sri Venkateswara University, Tirupathi 1992-1995

# Personal Details:

Age : 41 Yrs.

Date of Birth : 28-02-1975

Status : Married

Father Name : B.Baskaran

Mother Name : A.Anusuya.

Date:

Place: Yours Faithfully

(**B.PrabhuReddy)**