

S. Ritesh Krishna

CONTACT

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WORK EXPERIENCE

RSA International Corporation

October 2016 — Present

Business executive

- Provided account management for clients (local and overseas) and executed projects in commissioning Waste Heat Recovery Systems for cement, sinter and glass plants
- Developed and maintained new and existing clients to cross sell and upsell services that can create value to them
- Ensured fast on boarding of clients by clearly communicating requirements and customization
- Managed the team during a successful commission of a 35-million-dollar Paper mill plus Coal-based power plant project in South India
- Increased sales funnel by reaching out to companies in India and abroad
- Negotiated and navigated complex sales deals and supported the sales teams for closure
- Successfully co-headed the team for a 14.2-million-dollar WHRS for a major cement plant in North India
- Prepared techno-commercial proposals for government tenders
- Undertook visits and assisted in the inspection of various plants and factories in different industries.

GLO Color Labs

October 2015 — September 2016

Sales Executive

- Supervised the pre-production, production and delivery of all products
- Closely worked with customers to understand their requirements and deliver products on time
- Prioritized all telephone calls, in-person visitors and scheduled appointments
- Ordered and maintained inventory and stock keeping
- Strategized with senior management to market new products into traditional channels of distribution
- Grew existing customer base by an average of 200 new clients through fundamental sales practices: telemarketing, prospecting and networking
- Worked with the marketing team to identify branding and marketing opportunities
- Built key relationships to acquire long term business opportunities
- Prepared Monthly Sales Reports and customer's activity and updated on sales activities utilizing CRM
- Assisted purchasing, order processing, service and accounting with various issues and discrepancies relating to pricing and billing of distributor and customer accounts

EDUCATION

Bachelor of Business (International Business)

September 2012 — March 2015

James Cook University (Singapore)

School

Stanes Higher Secondary School

REFERENCES

Gamyanth Shren
Head of Business Operations
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Nikil Kamath
Architect
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