

Objective

Dynamic and results-oriented Sales Manager with over five years of progressive experience driving revenue growth, fostering client relationships.

Seeking a chance to use my technical and business skills to deliver strong results that benefit both the company and the construction industry.

Career Highlights

Hilti India Pvt Ltd | Dec 2022 – Present

Technical Account Manager

- Member of a dynamic team catering to diverse industries like construction and manufacturing, showcasing innovative solutions tailored to each client's specific needs.
- Conducted on-site demonstrations at job sites and industrial facilities, effectively illustrating the advantages of our cutting-edge tools and software, fostering increased client understanding and buy-in.
- Championed the maintenance of a high-quality customer data index, ensuring accuracy and completeness for streamlined operations and better strategic decision-making.
- Cultivated enduring client relationships centered around understanding their unique requirements and delivering customized solutions, resulting in exceptional client retention and loyalty rates.
- Acted as a bridge between client needs and our technical team, ensuring seamless communication and swift resolution of issues, reinforcing our commitment to top-tier customer service.
- Maintained a proactive approach to industry shifts, consistently seeking cost-effective strategies to better address client needs and surpass their expectations.

Geberit India | September 2019 – August 2022

Sales Executive (March 2021-August 2022)

- Organized comprehensive training sessions targeting plumbers, architects, and consultants, effectively highlighting the superior advantages of Geberit Concealed Cisterns, Shower Channels, and Drain Solutions.
- Strategically positioned Sigma Cisterns and Sensor Faucets for high-value commercial projects, orchestrating sample arrangements to showcase product superiority and functionality.
- Strategically targeted and secured product specifications within projects led by A and B rated developers, significantly expanding Geberit's market presence.
- Revitalized sales in stagnant retail outlets by conducting dynamic DSR (Daily Sales Report) training sessions within showrooms, providing crucial client support and addressing concerns adeptly.
- Ensured seamless product delivery and top-notch after-sales service, including comprehensive installation support and maintenance, cementing Geberit's reputation for unparalleled customer care.
- Orchestrated the meticulous execution of all 6Ps in retail counters, including customized displays, POS stands, and catalogs, enhancing brand visibility and customer engagement.

- Instrumental in supporting the Area Distributor to establish the Geberit brand within the sub-dealer network of tier 2 cities, contributing significantly to market expansion.
- Implemented a robust project funnel forecasting system within the CRM platform, optimizing customer service by systematically addressing project needs.

Geberit India |

Junior Sales Engineer (September 2019-March 2021)

- Proactively scouted and identified potential projects, effectively pitching and advocating Geberit products to developers, showcasing the brand's superior offerings.
- Cultivated and nurtured a robust customer network, fostering strong relationships with key developers, particularly within the B-rated category, expanding Geberit client base.
- Methodically ensured consistent follow-ups with project managers and purchase teams, adeptly navigating negotiations and closing crucial orders.
- Maintained and streamlined a comprehensive master data repository of scouted projects, ensuring accessibility and reference for future endeavors.
- Initiated early-stage engagement with projects, collecting vital specification information and identifying key decision-makers, laying a solid foundation for successful collaborations.

Genworks Health Pvt Ltd (A Wipro - GE invested company) | Jun 2018 – April 2019

Business Development Executive

- Strategically identified leads in medical colleges and hospitals nationwide, adeptly converting prospects into future business models through proactive engagement with prospective cardiologists.
- Conducted impactful medical conferences, effectively showcasing GE products and building an extensive client contact database.
- Leveraged digital platforms to drive product sales through strategic tele calling, effectively positioning and selling GE offerings to an expanding customer base.

Education

Qualification	Institute	Percentage/CGPA
B.E Mechanical Engineering	Raja Rajeshwari College of Engineering, Bengaluru	63.0 %
Pre-University	V.V.S P.U. College, Bengaluru	70.0 %
S.S.L.C	S Cadambi Vidya Kendra, Bengaluru	86.4 %

Skills

- Marketing
 - Team Leader
 - Positive attitude
 - Strategic Planning
 - Ability to build connections with Clients.
 - Problem Solving and Analysis
 - Multilingual (Kannada, Marathi, English, Hindi, Tamil, Telugu)
 - Creative Thinking
 - MS Office
 - CRM system
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Project and Internships

Project

- I am the leader for my project group which is titled as Experimental Investigation of heat transfer and pressure drop of concentric tube exchange.

Internship

- Britannia Industries Pvt Ltd.
- Pizza Hut
- Gear Mile
- Nutri gain.

Extra-curricular Activities

- I have won first prize in marketing genius at BMSCE UTSAV.
 - Won many awards in cooking without fire.
 - Acted in many short films.
 - Home Tutor.
 - Sports Enthusiastic- Cricket, football, swimming.
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