

Resume

Mahesh
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Objective:

Seeking an Area Manager position with a vibrant company utilizing over 8 years sales experience to contribute to the sales bottom line and improve company revenues. Relevant strengths include:

- Highly effective communication skills
- Demonstrated persuasive and negotiation skills
- Strong organizational skills ensure consistent achievement of sales targets

A highly motivated sales professional who is excited to learn and grow as part of your sales team.

Work Experience:

Working as Asst Manager –Sales for VST Tillers Tractors Ltd, Bangalore from July-2024

Job Description:

- Developing retail sales in new product business
- Market penetration and sales promotion
- Channel development and Dealer Management
- Ensuring field enquiry to delivery flow
- Implementation of initiatives on retail finance, Field force for enquiry generation etc

Worked as Senior Sales Engineer for VST Tillers Tractors Ltd, Bangalore from April 2022 to June -2024

Job Description:

- Developing retail sales in new product business
- Handled project consisting 15 field sales executives for enquiry generation across the state
- Market penetration and sales promotion
- Channel development and Dealer Management

Worked as Area Sales Manager for Fortune Agro Impex, Bangalore from April 2021 to Mar 2022

Job Description:

- Handling dealer sales and Institutional sales activities
- Sales promotion

Worked as Area Sales Manager for Chakradhar Chemicals Pvt Ltd (Farm Equipment Division) Bangalore from March 2019 to Apr 2021

Job Description:

- Dealer Development and Appointment
- Handling territory sales activities
- Sales promotion
- Arranging demonstration

Worked as **Sales Executive** for Kisankraft Limited Bangalore from June 2017 to Feb 2019

Job Description:

- **Dealer Visits**
- **Sales promotion**
- **Dealer management**

Worked as **Marketing Executive** for **Sujay Irrigations Pvt Ltd.** from May 2016 to June 2017

Job Description:

- **Visiting client field & Surveying the field using GPS tools.**
- **Analyzing GPS data i, e area, terrain etc.**
- **Dealer management**

Educational Qualification:

Name of the college	Degree	Year of Passing	Marks attained
College of Agriculture GKVK Bangalore	B.Tech (Agricultural Engineering)	2016	8.18/10

Computer Skills:

- Microsoft Word, Excel, Access, PowerPoint Etc.

Personal Information:

- ✓ Date of Birth. : 24-10-1994
- ✓ Nationality. : Indian.
- ✓ Religion. : Hindu.
- ✓ Language Proficiency. : English, Hindi, Kannada, Tulu.

I do hereby declare that the above-furnished information is true to the best of my knowledge and belief.

Date-14/07/2024



Place:Bangalore.

(Mahesh)