

## PRAVEEN. KOTNIS

Cell-+919632201744 /9606055464

E-Mail:[praveenkotnis@yahoo.com](mailto:praveenkotnis@yahoo.com) praveenkotnis1973@gmail.com

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- **Objective:**

To frame a career in an esteem organization which dynamically gives the scope to improve my knowledge and skills and adopt progressive innovations which in turn will help the organization

- **Total Experience:-** 22+years of Sales & Marketing experience in Tractors and Implements & All types of Agricultural related Products with following Responsibilities.

**1. Channel Development 2. Network Development 3. Sales & Collection  
4. Dealer Fund Development 5. Team Management 6. NBFC tie up  
7. Retail Finance 8. Branding 9.New Product Launching & Development**

**Qualification- BE Mechanical/Automobile + MBA (Marketing)**

**Presently I am working in PAAMA SPARE LOGIC PVT LTD as a South India Head for Sales & Marketing (Karnataka/Tamil Nadu/Kerala/AP & TL/ Maharashtra/Goa) from 6<sup>th</sup> May 2022. Company is situated in DODDABALLAPUR Industrial Area Bangalore.**

**HQ- BANGALORE**

### **COMPANY PROFILE**

**PAAMA SPARE LOGIC PVT LTD is manufacturing ROTAVATORS and Blades. Major Blades are supplying to JOHN DERE & TAFE companies. Company has TIEUP with KIRLOSKAR AGRI MACHINERIES PRODUCTS for development. Total 50-60CR Business with 10000 units of ROTAVTORS per year.**

### **JOB RESPONSIBILITIES**

**1. Network Development  
2. Channel Management 3. New Product & Branding Development  
4. Market Strategy 5. Team Management  
6. Target oriented Sales Business.**

**I was working in VST Tillers Tractors Ltd as a State Head for Maharashtra/Goa states from 6<sup>th</sup> August 2016 to 30<sup>th</sup> April 2022 (5Y &10 Months)**

**Official HQ-Pune –Maharashtra.**

### **COMPANY PROFILE**

**VST Tillers Tractors Ltd situated at Bangalore. The company is manufacturing Tractors, Tillers, Reaper, Weeders, Brush Cutters. Yearly 10K TO 15K Units Tractors & 30K units Power Tillers. Yearly company's turnover is RS 700CR business. Company has 5 Regional Sales offices in India.**

### **JOB RESPONSIBILITIES**

- 1. I am doing business with 60 dealers in both STATES and 10 member sales team. Yearly 200-250 Cr business including MAIDC.**
- 2. We are doing business with Tractors/Tillers/RTP/Reapers with all types of Implements. All our dealers are handling all products.**
- 3. I am taking monthly//Half yearly/Yearly review meeting with sales team and dealers.**
- 4. I am responsibility all promotional activities and appointing new dealers with area wise.**
- 5. Yearly we are achieving Power Tillers-3000 units, Reapers-150 units, Weeders-150 units, Brush Cutters-200 units, Tractors-4500 units.**

**Worked in KISAN KRAFT MACHINETOOLS PVT LTD as a State Head in KARNATAK from July 2015 to July 2016.(1Year)(HQ- HUBLI)**

### **COMPANY PROFILE**

**KISAN KRAFT is situated at BANGALORE. The company is Trading and Manufacturing Agriculture Implements. Major products are importing from China & Korea (Sprayers, Foggers, Engines, Garden Tools, Power Tillers, Water**

**Pumps,Reapers,Cutters,Weeders,Milking Machines,Chaff Cutters,RTP and Harvesters. TOTAL 400 PRODUCTS) Company is having 12 Regional Offices in INDIA.**

### **JOB RESPONSIBILITIES.**

**1. I am handling 350 and more Dealers in Karnataka and 12 members sales team. Yearly we are doing 25-30 CR Business entire Karnataka.**

**2. I am responsible for New Dealers appointment and Sales review on monthly basis.**

**3. To build relation with all Districts ,Taluka,Gram panchayat agriculture departments for subsidy for our products.**

**4. On the basis of area, We are doing promotional and demo activities with dealer and our team and monthly meeting with Dealers and yearly achievements and next year target meeting.**

Worked in INDO FARM EQUIPMENT LTD as a Area Manager in Karnataka State From Sep 2014 to July 2015.(10Months)(HQ-Hubli)

### **COMPANY PROFILE**

INDOFARM is situated at BADDI (HP). Last 15 years they are manufacturing Tractors and selling in the name of INDOFARM. In tractors from 34 HP to 90 HP tractors are available in market. Now the company is exporting tractors nearly 40 countries and TIE-UP with URSUS DIESEL COMPANY LTD POLAND. They have 325 Dealers and 15 Regional offices all over India. Major parts like Cylinder Head, Blocks, Transmission Housing, Gear Box, Hydraulic Housing are in house production. Yearly 15000- TRACTORS, 300 -HARVESTERS,12000-Rotavtors 2400- CRANES,3600 GENSETS-18000- ENGINES. Now TIE-UP with reputed OE suppliers like MRF,SKF, RANE,TVS,LUK,BOSCH,EXDIE,KANSAI NEROLAC.

### **JOB RESPONSIBILITIES**

**1. Yearly 50 units of Tractors business nearly 2.5CR (50Nos)**

**2. Branding and Networking through NEW DELEARs APPOINTMENT**

**3. Fund Management Rotation and NBFC TIE-UP.**

**4. Training to Dealer and Staff and Meetings**

5. Team Management and Marketing Product of all 14 Districts with our sales team.

**Since Nov 2007 to Sep 2014 (6.10 years) as a General Manager for 4 Districts in DASANUR AND COMPANY (NEW HOLLAND TRACTOR and TVS THREE WHEELER DEALER)(HQ- Hubli)**

### **Company Profile**

A Leading Trailer and Agriculture implement manufacturer in North Karnataka. To serve agriculture operations since 15 years and last 12 years New Holland Tractor dealers.

- **Job Profile & Responsibilities.**

- - ❖ Monthly 25-30 units of Tractor Business -1.5 to 2 CR
  - ❖ Conducting sales, service meeting.
  - ❖ Planning to increase sales and workshop revenue.
  - ❖ Sales and spare parts target and achievement.
  - ❖ Increasing follow-up to customer end.
  - ❖ Handling RTGS/NEFT/CF to company.
  - ❖ Tractor and parts billing
  - ❖ Conducting monthly sales and Service meeting, and fix up individual target.
  - ❖ Analysis from RTO figures through EMS.
  - ❖ Maintaining inside and outside activities and Managing over all dealership (5 Branches)
  - ❖ Bankers relation

- **Product / Technical Training**

- - ❖ Attended product training Five times at NHFI Centre Hubli

- **Training Name .**

- - ❖ 1) Udan (Sapphire Club Dealership)
  - ❖ 2) PragatiKaChavi
  - ❖ 3) Launching NDL series
  - ❖ 4) Launching Turbo series
  - ❖ 5) EMS and DMS

**Since Jan-2001 to Aug 2007 (6.6years) KUMAR ENGINEERING COMPANY BIJAPUR.(HQ-Bijapur)**

- - ❖ Since Jan-2001 to Aug 2007 worked as a Deputy General Manager at BIJAPUR KARNATAKA (channel partners for HMT tractors)

- **Company Profile.**

- - ❖ Leading dealer in North Karnataka for HMT Tractors from past 20 years

- **Job Profile and Responsibilities.**

- ❖ Sales Management. Yearly 7-8 CR Business
- ❖ Doing weekly Monthly sales meeting.
- ❖ Finance arrangements.
- ❖ Building Leadership qualities

- **Achievements and Improvements.**

- ❖ Improvements in quality Sales
- ❖ Scope to customers satisfaction
- ❖ Growth 30% every year in workshop revenue

- **Since Oct-1996 to June-1998 (1.8 years), BULL MACHINES PVT LTD (HQ-Bangalore)**

- ❖ Since Oct- 1996 to June-1998 Worked as a Sr. Sales Executive for North Karnataka

- **Job Profile and Responsibilities.**

- ❖ Full North Karnataka tractor dealership points, Monthly 50 to 70Lakhs Business
- ❖ Visit cotton Mill, Sugar factory, Coal Mill, Crushing point.
- ❖ Meeting with VIP people and tractor dealer.

- **Achievements and Responsibilities.**

- ❖ Development dealers as per Company norms
- ❖ Monthly Meeting at dealer point with sales team.
- ❖ Improved brand image in the Market.

- **From 1998 to 2001 (2.5years) – Done Full Time MBA and 6 months training at MENON AND PISTON LTD KOLHAPUR**

- **EDUCATION QUALIFICATION**

- ❖ PG in Master of Business Administration in the year of 2002 with Distinction.
- ❖ Engineering in Mechanical / Automobile in the year of 1996 with First Class.

- **Computer Skill .**

- ❖ MS OFFICE, EXCEL , INTERNET

- **Professional Details**

- ❖ Total Experience :- 22+years
- ❖ Present Designation :- South India Head-Sales
- ❖ Expected Role :-South India Head or Above

- ❖ Current Location :- Bangalore-Karnataka
- ❖ Current fixed CTC 16 Lakhs Per Annum
- ❖ Including Incentive- CTC 17 Lakhs/PA
- ❖ Notice period with current company :- 30 Days (Negotiable)
- ❖ Expected fixed CTC :- 19 Lakhs/PA
- ❖ Expected incentive- CTC :-20/PA

- **Personal Details .**

- ❖ Date of Birth: 22th July 1972
  - ❖ Marital Status: Married
  - ❖ Presented Address  
P.B.Kotnis  
Vani Vilas Apartment  
H. No-1002, E-Block,  
Doddaballapur Road,  
Yalahanka,  
BANGALORE
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