

# VISHWANATH NULIMATH

Sales & Marketing Professional



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At & Post - Madihalli  
Taluk - Hukkeri  
Dist - Belagavi, PIN : 591309

## CAREER OBJECTIVE

To be a core member of an organization and lead a sales team that believes in teamwork to achieve the desired goals with complete passion, dedication, commitment and professionalism along with human values.

## INDUSTRY EXPERIENCE



## SKILLS

Distribution Management  
Team Management  
Channel Sales  
Sales Forecasting  
Negotiation  
Market Research  
Computer Proficiency

## STRENGTH

Leadership & Mentoring  
Sales Planning  
Adaptability  
Negotiation & Closing  
Teamwork  
Communication

## EDUCATION

**Master Of Business Administration**  
VTU Inversity Belagavi : 1998 - 2000

**Bachelor of Science**  
Goa University : 1995 - 1998

## AWARDS & CERTIFICATION

Exceptional Airtel Brand Visibility  
AGRI - North East Market penetration  
Rural Innovation award for AIRTEL  
MBA - Gold Medalist

## PERSONAL DETAILS

Date of Birth : 12 May 1976  
Gender : Male  
Nationality : Indian  
Religion : Hindu (Lingayat)  
Marital Status : Married  
Speaking Language : Kannada, Hindi  
English, Tamil, Telugu & Malayalam

## WORK EXPERIENCE

Industry	Company	Area of Operation	Experience in years
Farm Equipments	Ratnagiri Impex	South & North East India	2 yrs
Farm Equipments	Kisankraft Ltd	East & West India	4 yrs
Telecom 4G & ISP	Reliance Jio	Central Karnataka	4 yrs
Telecom 2G	Bharti Airtel	North Karnataka	8 yrs
FMCG	Unilever	Kerala, TN & Karnataka	7 yrs

## RATNAGIRI IMPEX PVT LVT

Jul 2023 - Apr 2025

**Zonal Manager - Sales & Marketing**

**Bengaluru, Karnataka**

- Develop & execute strategic sales plans to achieve and exceed revenue targets for assigned territory.
- Identify and pursue new business opportunities within the agriculture, horticulture & Institutional sales.
- Build and maintain strong, long-term relationships with key corporate clients.

## KISANKRAFT LTD

Apr 2019 - July 2023

**General Manager - Sales**

**Bengaluru, Karnataka**

- Exploring Potential business avenues across market and manage sales operations.
- Define clear metrics to monitor performance and required corrections.
- Provide the top management with business Intelligence, market & competition trend.

## RELIANCE JIO INFOCOMM LTD

Mar 2015 - Apr 2019

**Mobility Sales Lead**

**Bengaluru, Karnataka**

- Distribution management of 4G mobile devices and 4G network services in Central Karnataka.
- Ensure JIO Centre as a profit unit through customer acquisition & revenue generation through ARPU.
- Brand activations across the channel & execution of BTL activities.

## BHARTI AIRTEL LTD

Jul 2007 - Mar 2015

**Manager - Marcom**

**Hubli, Karnataka**

- Distribution & Sales management of 2G Mobility solutions in north Karnataka region.
- Penetration of Mobility services through network expansion inputs, town launch & channel management.
- Revenue share capturing through cross selling, data, and value added services (VAS).

## HINDUSTAN UNILEVER LTD

Dec 2000 - Jul 2007

**Sales Officer**

**Bengaluru, Karnataka**

- Stockiest & Retail management for Food & Beverages channel in the assigned territory.
- Ensure availability, high visibility and replenishment of stocks at stand alone outlets.
- Secondary Revenue generation across the territory & on job training of stockiest sales team.

## REFERENCE

**Sudarshan Mane**, Procurement. Ratnagiri Impex Pvt Ltd, Mob : 98456 37185  
**Rahul GC**, Area Sales Manager. Ratnagiri Impex Pvt Ltd, Mob : 63665 86994

## DECLARATION

I would like to inform that all the above furnished information is true and correct to the best of my knowledge.

*Vishwanath*