# CURRICULUM VITAE

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**OBJECTIVE:**

Seeking for a challenging role as channel sales manager in which my both technical and management skills can be used and nurture

**SKILLS:**

* Sound knowledge of HVAC and Refrigeration industry
* Experience of 8years in channel sales with very good record of increase in distribution
* Very effective interpersonal skills with excellent communication both verbally and written
* In-depth knowledge of the market and channel sales
* Motivational and full of energy

**WORK EXPERIENCE:**

**Organizations Worked**

**Organization :** TANISHIKA ENTERPRISES  
**Position :** BUSINESS PATNER

**Location :** Mumbai

**Profile :** Handlingair conditioning& refrigeration products and medical

Equipments

**Products :**Air conditioners, refrigeration products, respiratory equipments,

Consumables **Duration :** Working since June 2014 till Date

**Job Responsibilities:**

* Setting targets and schemes for the dealers
* Market mapping i.e. appointment of new dealers
* Responsible for billing and collection activities
* Keep a tap on competitor pricing
* Deliverables include top line as well as bottom line targets

**Organizations Worked**

**Organization :** HAIER APPLIANCES INDIA PVT LTD  
**Position :** PRODUCT MANAGER- COMMERCIAL REFRIGERATION

PRODUCTS

**Location :**Mumbai & Goa

**Profile :** Handling distributors, dealers and OEM’s

**Products :**Deep freezers, polar freezers, visicoolers, wine chillers **Duration :** Working since Feb 2014 till May 2014

**Job Responsibilities:**

* Setting targets and schemes for the dealers
* Market mapping i.e. appointment of new dealers
* Responsible for billing and collection activities
* Keep a tap on competitor pricing
* Deliverables include top line as well as bottom line targets

**Organizations Worked**

**Organization :** BLUE STAR LTD  
**Position :** ASST. MANAGER- REFRIGERATION PRODUCTS

DIVISION (RPD)

**Location :** Mumbai

**Profile :** Handlingdistributors and dealers

**Products :**Deep freezers, water coolers, bottle water dispensers, ice

cubbers, visicoolers **Duration :** Working since Aug 2010 till Jan 2014

**Job Responsibilities:**

* Setting targets and schemes for the dealers
* Market mapping i.e. appointment of new dealers
* Responsible for billing and collection activities
* Keep a tap on competitor pricing
* Deliverables include top line as well as bottom line targets

**Organizations Worked**

**Organization :** BLUE STAR LTD  
**Position :** ASST. MANAGER SPARE PARTS MARKETING DIVISION

**Location :** Mumbai

**Profile :** Handlingspare parts distributors, exclusive blue star dealers   
**Duration :** Working sinceJuly2007 to June 2010 for Pune (Rest of

Maharashtra and Goa)

**Job Responsibilities:**

* Setting targets and schemes for the spare parts dealers
* Handling dealers problems taking care of replacements and claim settlement
* Market mapping i.e. appointment of new dealers
* Taking care of chargeable indents of exclusive blue star dealers and distributors
* Responsible for billing and collection activities
* Keep a tap on competitor pricing
* Deliverables include top line as well as bottom line targets

**Organizations Worked**

**Organization :** CARRIER AIRCONDITIONING AND REFRIGERATION

LTD (TOTALINE DIVISION)   
**Position :** SALES EXECUTIVE PARTS BUSINESS

**Location :** Mumbai

**Profile :** Handlingspare parts distributors, exclusive carrier dealers   
**Duration :** Working since Aug 2006 to June 2007

**Job Responsibilities:**

* Setting targets and schemes for the spare parts dealers
* Handling dealers problems taking care of replacements and claim settlement
* Market mapping i.e. appointment of new Dealers
* Conducting technician meet as a pre-season activity
* Responsible for billing and collection activities
* Keep a tap on competitor pricing
* Deliverables include top line as well as bottom line targets

**Organizations Worked**

**Organization :** SUMARIA APPLIANCE PVT LTD  
**Position :** SALES EXECUTIVE

**Location :** Mumbai

**Profile :** Dealed with all electronics and home appliances products   
**Duration :** Working since Apr 2003 to Mar 2006

**Job Responsibilities:**

* Handlings walk in customer to showroom and demonstrate the products.
* Responsible for target billing and collection activities.

**EDUCATIONAL QUALIFICATIONS:**

* Graduation: B.Com, Mahatma Gandhi University, Kerala, May 2002
* H.S.C from CBSE Board, Mumbai, Mar 1999
* S.S.C from CBSE Board, Mumbai, Mar 1997

**COMPUTER PROFICIENCY:**

* Operating System – Win98, Win95 and Dos
* Applications - M.S. Office

**PERSONAL DETAILS:**

* **Date of Birth** - 24th Mar 1982.
* **Gender -** Male
* **Marital Status** - Married
* **Hobbies -** Making friends, cricket and football
* **Language Proficiency** - English, Hindi

**REFERENCE:**

Available upon request