**KALILUR**

**C/o-Mobile:** +971505891826 **│ E-Mail:** [kalilur.315205@2freemail.com](mailto:kalilur.315205@2freemail.com)

**Career Objective:** To be associated with a progressive company that gives me scope to apply my knowledge and skills to perform and grow along with the organization.

**Skills and Strengths:**

* Excellent problem solving skills
* Dynamic leadership quality
* Positive attitude
* Time Management
* Self-motivated individual
* Creative thinker
* Good communication and presentation skills

**Summary:**

* Qualified professional with 10+ years of experience in Sales, Collection and customer problem solving.
* Knowledge in Tamil, English and kannada
* Knowledge in Team Handling
* Completed super higher in Typewriting

**Professional Experience:**

**Senior Sales Manager** – **M/s.Duroflex private Limited**, Chennai – Since August 2013

Department: Marketing

**Key Responsibilities:**

* Appointing New dealers and Distributors in the Market
* Goal setting for the team members and set’s achievable goals
* Provide feedback to team members on monthly basis as well as performance reviews
* Preparing monthly, weekly, day to day reports & presentations for the management
* Fixing credit period for the dealers
* Achieving Monthly Targets
* Fixing Credit Limit to the Dealers
* Analyze the Dealer Potential Before start dealing with them
* Ensure the collection has been received in the credit period.
* Maintain Relationship with dealers

**Achievements in M/S.Duroflex Pvt Ltd**

* Widen the Chennai Market above 40km
* Increased the monthly Sales upto 110%

**Sales Manager** – **Annam Marketing(PEPS MATTRESS)** Chennai – June 2012 to July 2013

Department : Marketing

**Key Responsibilities:**

* Appointing new Dealers in the Chennai market
* Attend the Customer complaints and recommend to replace the product if required
* Concentrating in Bigger stores
* Setting monthly targets to the Team
* Help the team members to achieve the targets
* Preparing weekly and Monthly report to the Management
* Visit the Market Frequently and have good relationship with Dealers

**Sales Manager – NITHRAA FURNITURE**, Chennai – April 2010 to May 2012

Department: Sales

**Key Responsibilities:**

* Extern the Chennai Market with Potential Dealers
* Achieving the monthly Target
* Fix Yearly Targets to the Dealers
* Reponsible for the collection
* Educate the Dealers about the Product
* Ensure the Stock Availability with the Distributor

**Sales Officer – M/s.Powerpoint Marketing Services (p) Ltd**.,June 2005 to March 2010.

Department : Sales

**Key Responsibilities:**

* Visit Customer Daily and take orders
* Ensure daily with the sales co-ordinator whether the stock reached customer timely
* Set target weekly with the Team
* Achieve the targets monthly
* Remind the sales co-ordinator about the AMC Renewal for required customers
* Do debtors with the Account s team Daily
* Solve the customers problems with proper solutions if required

**Sales Executive : M/S.CEASE FIRE INDUSTRIES LIMITED., From july 2003 to May 2005**

**Department : Sales**

**Key Responsibilities:**

* Educate the customer about the fire crisis and market the product
* Arrange monthly Fire safety Awareness program in any one of the customer place
* Achieve the monthly targets
* Report daily to the Manager
* Coordinate with the Team
* Sales Review with the Manager Monthly

**Academic Profile**

University of Madras, Chennai

College : The New College - Chennai           2000 – 2003

Degree: Bachelor of Business Administration – **BBA**

**Personal Profile**

Date of Birth : 2nd June 1981

Sex : Male

Marital Status : Married