**Srinivasa**

[**Srinivasa.372934@2freemail.com**](mailto:Srinivasa.372934@2freemail.com)

**PROFILE**

**Professional Manager is having more than 11 Year of sales experience with leadership Quality and strong motivation skills in selling domestic RO water purifiers,commercial and water softeners,Real Estate & Insurance.**

**Posses capital equipment selling skills with specialized knowledge in Water treatment plants**

**Managed all aspects of Marketing and Business Development Including identifying prospects.**

**Strong technical orientation related to Technology/Engineering with people Management and Commercial skills**

**Quick learner, can adopt to any situation**

[**Highlight of professional skills and accomplishments**](https://www.google.co.in/search?q=highlight+of+professional+skills+and+accomplishments&spell=1&sa=X&ei=3Df7U4enMs-puwTX94CQDw&ved=0CBgQvwUoAA&biw=1366&bih=634)

**Sourced all new accounts with some major companies including via systems**

**Sourced all new accounts with cold calls**

**Perfect demonstrations which leads to close the sale**

**Explained about difference between the normal water and reverse osmosis water**

**Developed awareness among the u v water purifiers and reverse osmosis water purifiers avoid to drink contaminated water**

**Developed and executed business development plans/business reviews**

**Career History**

**TaTa Idea-Sales Executive**

**Having over 2 Years of progressive selling experience in sales.**

**Public Company; 1000 employees; Telecom industry**

**September 2002 – July 2004 (22 months) Hyderabad AP.**

**An effective communicator with excellent Relationship & Team Management skills having over 2 years of progressive selling experience in diverse market segments in Telecom Products, with demonstrated initiative, creativity and success.**

**Sales Manager.**

**Saket Engineers Pvt Ltd**

**Private Limited Company: 100 employees; Construction Company**

**September 2005 – July 2009(46 months)**

**Appointing new business partners, Identification of potential markets for expansion, strategic planning, market execution, product training for sales executives, recruitment, handling direct sales group leaders, planning for sales activity's, continue follow up the all group leaders to get more business from my hub.**

**Sales Manager.**

**Rightmove Solutions**

**Water Purification Industry**

**September 2009 – 2015 (66months) Hyderabad ,All Over Andhra Pradesh.**

**Appointing new franchisee's, Training, Field support, Involving business partners to develop market share, Planning Secondary & Primary both for the support of sales officers & business Partners. Expansion business to smaller towns.**

**Development Manager.**

**Edelwise Tokio Life Insurance Company Ltd.**

**Insurance Industry**

**April 2015 -November 2015(8 Months) Hyderabad.**

**Appointing new Insurance Agent's, Training, Field support, Achieving sales targets.**

**Sales Manager.**

**Exide Life Insurance Company Ltd**

**This is my current working company. I have been working since 2016.**

**Appointing new Insurance Agent's, Training, Field support, Achieving sales targets.**

**Key Strengths:**

**Computer skills including Excel, Word and Powerpoint**

**Experience in customer service both face to face and phone based**

**Active public speaker**

**Personal details:**

**Education : B Sc**

**Sex : Male**

**Date Of Birth : 15-08-1979**

**Nationality : Indian**

**Marital Status : Married**

**Languages known : : English ,Hindi,Telugu**