

SURESH. KOTI.

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AREAS OF EXPERTISE

PERSONAL STATEMENT

- Visual Communication** A highly experienced professional who possess the required level of retail management know how needed to inspire, lead, develop and motivate staff.
- People management** to market trends, as well as being able to give superb product knowledge and training to junior staff so they can deliver industry leading advice and service to customers.
- Operational management** having area passion for retailing, with as strong desire to exceed customer expectations correctly looking for suitable position with an exciting retailer who promotes from within and rewards achievers.
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WORK EXPERIENCE

- 1. BHARAT PETROLEUMS CORP. LTD-KARNATAKA
SAVANUR OIL CENTER HUBLI AUGUST 2010 JULY 2012**

Having overall accountability for growing the sales and profitability through the area of the outlet. Managing teams to deliver and compliance throughout the operation, as well as delivering excellent standard so focus to customer service.

DUTIES

- Driving and maximizing the sales and profitability of the company owned counters to achieve growth
- Corporate communication
- Monitoring and review staff and outlet performance on a regular basis
- Driving sales to through maximizing team performance.
- Organizing, preparing and arranging promotional materials and displays.
- Customer daily basis follow-up.
- Maintaining accurate statistical and records.
- Maintaining automation and other our issues.

ACHIEVEMENTSONWORK

- Conducted successful given territory sub dealer meet and Mass Mechanic Campaign and auto campaigns.
- Received testimonials on personal performance

2. TVSSRICHAKRALTD. EXECUTIVE SALES

AUGUST12 TO MARCH' 19

Having overall Accountability of achieving sales tasks in day today Bases and maintained high standards towards making satisfaction Existing and new dealers. Management of sales and service team with fashion and interest which always keeps me high

DUTIES

- Driving sales and team with the same level of interest.
- Handled 6 Distributors and 640 Sub Dealers
- Handled 6 Districts Dharwad, Gadag, Koppal, Bijapur ,Haveri and Gulbarga.
- Creation of own customer data by strong ground working given territory.
- Understanding customer needs and wants.
- .Customer Daily Follow up.
- Opening and closing the sales calls.
- Conducting sales and service campaigns and promotional activities.
- Regular meetings with Distributors.
- Maintained high standards with all segment of customers.
- Reports on Daily bases.

ACHIVEMNTS ON WORK

- Conducted successfully every Quarterly one van activity program.
- 2015- 2016 12 MONTHS CONTINUES TOP PERFORMER AWARD AND BEST INITIATOR AWARD IN SOUTH REGION.
- HANDLING 3 DSE'S IN Secondary MARKET AND PRAMOTIONAL ACTIVITIES
- .NOVEMBER 2018 STAR PERFORMANCE AWARD IN SOUTH REGION.
- APPOINTED STRONG DISTRIBUTORS IN GIVEN TERRITORY
- Conducted Sub Deale meet program for Supporting Sales growth for Distributor and company.
- Achieved Ever High Sale In Hubli and Gulbarga market.
- Achieved Sales Target morethan100%constistency in last one year.

3. MAXXIS RUBBER INDIA PVT LTD.
Jr, TERRITORY SALES MANAGER. (North Karnataka)

APRIL-19 TO Sep 2020

Having overall Accountability of achieving sales tasks in day today Bases and maintained high standards towards making satisfaction Existing and new dealers. Management of sales and service team with fashion and interest which always keeps me high

DUTIES

- *Driving sales and team with the same level of interest.*
- *Handled one distributor and Entire North Karnataka Secondary Market*
- *Conducting sales and service campaigns and promotional activities.*
- *Regular meetings with Distributors.*
- *Opening and closing the sales calls.*
- *Driving sales and team with the same level of interest*
- *Reports on Daily bases.*
- *Maintained high standards with all segment of customers.*

ACHIEVEMENTS ON WORK

- *Appointed a Strong Distributor in Given Territory.*
- *Achieved Ever High Sales North Karnataka*
- *Achieved Sales Target more than 100% consistency in last one year.*
- *Conducted Sub Dealer meet program for Supporting Sales growth for Distributor and company.*
- *Taken responsibility for Maxxis tyres brand Creation and Distributor Secondary Market expanded in given territory.,*

ACADEMIC QUALIFICATION

KSOU
MA

2010-2012

KARNATAKA UNIVERSITY DHARWAD
BA

2007-2008

PRE UNIVERSITY BOARD

2004-2005

KEYSKILLSANDCOMPETENCIES

- *Experience in being involved in multiple marketing campaigns.*
 - *Ability to work to tight deadline sand multi task.*
 - *Ability to handle customer problems.*
 - *Ability to trouble shooting dependently.*
 - *Organized and committed towards assigned responsibilities.*
 - *Easily adaptable to changing work environments.*
 - *Always supporting colleagues no matter how challenging the situation*
 - *An excellent communication with natural people skills.*
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TECHNOLOGYSKILLS

SOFTWARES:-MS office (MS word, MS excel and PowerPoint).

INTERNET:-Email and usage of search engine.

EXTRA CURRICULAR ACTIVITIES

- *Attended personality development programs*
 - *Participated in youth festival*
 - *Attended sales training programme*
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PERSONALDETAILS

NAME : Suresh. Koti
FATHER'SNAME : Fakkirappa.Koti
DATEOFBIRTH : 24/05/1985
SEX : Male
MARITALSTATUS : Married
NATIONALITY : Indian
LANGUAGESKNOWN: English, Hindi, Kannada

DECLARATION

I hereby declare that the above information and particulars are true and correct to be my knowledge and belief.

Yours faithfully
(SURESH. KOTI)

Date:
Place: