

**MANOJ KUMAR A L**

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**CARRIER OBJECTIVE:**

- ❖ Seeking an opportunity to utilize my skills with a company that offers Growth and increasing responsibility.
- ❖ To work in a meaningful and challenging position that enable meet Develop myself as a professional and permits scope for advancement

**PROFESSIONALPROFILE:**

- ❖ Confident, articulate and professional speaking abilities.
- ❖ Ability to remains calm and courteous in stressful situations.
- ❖ Self motivated, hard working individual, quick learner.
- ❖ Ability to rapidly learn new concepts along with excellence communication and interpersonal skills.

**BUSINESS SKILLS:**

**Strategic Business Planning:** Establishing corporate strategies for achievement of top line & bottom-line targets. Handling business planning, operations & analysis for assessment of revenue potential in business.

**Sales & Business Development:** Managing sales operations, ensuring accomplishment of set business targets, meeting the ever-increasing competition from organized and unorganized structures. Formulating sales plans& reaching out to the unexplored market segments/customer groups for business expansion by organizing campaign and developing grass root sales network.

**Channel Management:** Identifying & developing channel partners for achieving business volumes consistently and profitably. Evolving strategies to achieve desired business objectives.

**Relationship Management:** Mapping client's requirements & providing best products to suit their requirements backed up by prompt after sales service; generating business from existing accounts and achieving profitability & sales growth. Building and maintaining healthy business relations with key accounts &ensuring maximum customer satisfaction in a demonstrative manner.

**Team Management:** Providing Inputs/direction, motivation & training to all sales team to ensure optimum performance for all operational sales related issues.

**EXPERIENCE:**

- **Worked as CITY LAUNCH MANAGER in MEESHO(fashnear technologies private Ltd) in KARNATAKA for FARMISO(July 2021 to Mar 2022)**

**Responsibilities:**

- Entire launching of city from hiring and acquisition of account of retail segment.
- Holds the distinction of leading and managing the on boarding sales successfully. Demonstrative excellence in conceptualizing and implementing various business strategies.
- Expertise in handling all sales & business development activities, analyzing market trends & establishing healthy & prolonged business relations with clients, thereby ensuring higher market share.
- Proficient in leading dedicated teams for running successful retail business and experience of developing procedures and service standards for business excellence.
- An effective communicator with excellent relationship building & interpersonal skills.
- Responsible for end to end- retail sales B2C & operations management.
- Operations Management end to end branch responsibility.
- Customer Relationship Management.
- Vendor Management.
- Human Resources Management.
- A negotiation skill sets.
- Business Analysis.
- Team training and giving motivational achieve the genuine targets.
- City launch of end to end process.
- Customer acquisition and c and d class.
- Retention of acquisition of base customer.
- Handling team of 135 members and team leaders.

- **WORKED in BRIGHTSTAR TELECOMMUNICATIONS INDIA LTD as ASSISTANT MANAGER.(AREASALESMANAGERFOR KARNATAKA AND KERALA (SOUTH INDIA)for MOTOROLA LIFESTYLE (2019 JULY to NOV 2020)**

**Responsibilities:**

- Established complete team / distribution / business & network setup
- Holds the distinction of leading and managing the distribution sales successfully. Demonstrative excellence in conceptualizing and implementing various business strategies.
- Expertise in handling all sales & business development activities, analyzing market trends & establishing healthy & prolonged business relations with clients, thereby ensuring higher market share.
- Proficient in leading dedicated teams for running successful distribution business and experience of developing procedures and service standards for business excellence.
- An effective communicator with excellent relationship building & interpersonal skills.
- Responsible for end to end- Distribution sales/B2B/ B2C & operations management.
- Operations Management end to end branch responsibility.
- Customer Relationship Management.
- Vendor Management.
- Human Resources Management.

- A negotiation skill sets.
- Business Analysis.
- Modern Trade management.
- Handling super stockiest and 14 distributors and looking after primary and secondary sales.
- Achieving monthly targets and developing the brand in retail stores.
- Proven ability to manage through others.
- Research and build relationships with new clients.
- Plan approaches and pitches
- Work with team to develop proposals that speaks to the clients needs, concerns, and objectives.

➤ **Worked in VOXFORTH as RSM. (REGIONAL SALES MANAGER for KARNATAKA (May 2018 TO July 2019)**

**Responsibilities:**

- Keeping up to date with products and competitors.
- Increasing business opportunities through various routes to market.
- Compiling and analysis sales figure and have experience in to channel sales.
- Servicing the needs of your existing customer.
- B2B sales, making cold calls generate business.
- Resolve customer queries /issues.
- Implementing new initiatives.
- Handling 8 distributors and looking after primary and secondary sales.
- Achieving monthly targets and developing the brand in retail stores.
- Proven ability to manage through others.
- Handling modern trade and general trade.
- Appointing distributors.
- Research and build relationships with new clients.

➤ **Worked in DRIVE INDIA ENTERPRISE SOLUTION LTD as ASI (AREA SALES INCHARGE) for Gionee Mobiles (Jun 2016 to May 2018)**

**Responsibilities:-**

- I am handling LFR partners like reliance digital, chroma , ezone, universal, tms and spice hotspot.
- I am handling 111 stores of LFR in entire Karnataka and handling MT ANDGT.
- Working in warehouse operation and reporting to the RSM on weekly basis (MIS).
- We are achieving the sales target quarterly basis.
- Handling a sales Team, motivating team to achieve sales target.
- Keeping up to date with products and competitors.
- Increasing business opportunities through various routes to market.
- Compiling and analysis sales figure and have experience in to channel sales.
- Servicing the needs of your existing customer.
- I am handling 6 distributors.

➤ **Worked as Team Leader in AIRTEL (Kou-chan knowledge convergence india Pvt Ltd) (July 2013 to June 2016)**

**Responsibilities:-**

- Handling Key Corporate Accounts for AIRTEL.
- Resolving Customer Queries and maintaining customer Database.
- Handling a Team, motivating team to achieve sales target.
- B2B sales, making cold calls generate business.
- Resolve customer queries /issues.
- Arranging & chairing weekly team meetings, focusing on targets & achievements.
- Implementing new initiatives.
- Involved in the recruitment of new staff.
- Proven ability to manage through others.
- Praise team members and creates a positive working environment.

**ACADEMIC QUALIFICATION:**

Course	Institution	University Board	Year of Completion	Percentage
B.COM	Srn Adarsha Degree College, chamarajpet	Bangalore University.	2013	55.69
P.U.C	Govt. P U College, magadi.	Board of Pre University EducationBangalore.	2010	56.66
S.S.L.C	Vasavi vidyanikethan magadi	Board of Secondary Education karnataka	2008	61.33

**INTEREST AND HOBBIES**

- Playing kabbadi and carrom.

## ACHIEVEMENTS AND AWARDS

- Won Prizes at School level Sports and in state level kabbadi.
- I am a winner of inter hostel competition in carrom.

## AREAS OF INTERESTS:

- Finance.
- Sales and Marketing.

## PERSONAL DETAILS:

- **Name** : Manoj kumarA.L
- **DateofBirth** : 31.07.1992
- **Gender** : Male
- **Marital Status** : Married
- **Nationality** : Indian

## LANGUAGES KNOWN:

	ENGLISH	HINDI	KANNADA	TELUGU
SPEAK	✓	✓	✓	✓
READ	✓	✓	✓	✓
WRITE	✓	✓	✓	✓

## PERSONAL TRAITS:

I set high goals and work hard to achieve it. I strongly believe in **hard work, smart work** and **team work**. I have a good helping tendency and willingness to learn.

## DECLARATION:

I MANOJ KUMAR AL do hereby confirm that the information given above is true to the best of my knowledge.

**Date** :

**Place** : BENGALURU

**MANOJ KUMAR A L**

