**Resume**

18 Years Experience in Paints with good contact with Dealers, Architects & Builders

Contact Information

**K.Madesh Email:** madesh09@gmail.com

 **Mobile:**  +91 97904 53937

 **Current Location:** Chennai

Personal Information

**Gender:**   Male

**Nationality:**   India

Professional Details

**Work Experience** 29 Years

**Skills** Marketing

**Industry Decorative Paints and Water Proofing**

**Experience Details**

**1. Zydex Industries Limited (**Presently Working)

**Position:** Regional Sales Manager - Tamilnadu

**Period:** Since Dec – 2011

Heading entire Tamil Nadu and Pondicherry with the team of 15 people in Retail and Institutional sales. Motivating and monitoring the team. Developing dealer network, Demand Generation by meeting Architects, Builders and Contractors. Formulation of Sales target and initiating action to reach the Sales Target. Finalizing incentive proposals to the dealers as and when market demands. Review of Sales vis-à-vis Target. Limiting and Monitoring credit limits to dealers. Timely indenting the required finished goods. Maintenance of Inventory at Depot.

**2. Surfa Coats (Bangalore) Limited**

**Position:** Area Sales Manager - Chennai

**Period:** Feb – 2009 – Nov. 2011

Heading Chennai Depot covering North Arcot, South Arcot, Pondicherry and Chennai with the team of 4 people in sales and 3 people in Admin. Motivating and monitoring the team. Developing dealer network, Demand Generation by meeting Architects, Builders and Contractors. Formulation of Sales target and initiating action to reach the Sales Target. Finalizing incentive proposals to the dealers as and when market demands. Review of Sales vis-à-vis Target. Review of outstanding. Limiting and Monitoring credit limits to dealers. Timely indenting the required finished goods. Maintenance of Inventory at Depot. Administration of entire Depot. Maintenance of impress account.

**3**. **Berger Paints India Ltd.,**

**Position:** Sr.Sales Officer - Coimbatore

**Period:** May 99 – Jan 2009

Handling major dealers in Coimbatore District and supervising Nilgiris, Salem, Dharmapuri, Hosur with the sales team of 4 people. Conducting Product Launch. Handling the project division and converting the customers to the company products. Regular contacts with Architects, Builders and Applicators. Conducting Architect meet, applicators meet and Dealers meet. Running applicators schemes. Maintaining good relationship with dealers. Controlling the outstanding well within the limit.

**4**. **Jenson & Nicholson India Limited**

**Position:**  Sales Executive - Coimbatore

**Period:** March 94 - April 99

Handling major dealers in Coimbatore District and supervising Erode, Tirupur with the sales team of 2 people. Conducting Painters meet. Product Launch.

**5**. **Metafusion Pvt Limited**

**Position:**  Sr.Sales Engineer - Coimbatore

**Period:** Dec 88 – Feb 94

Contacting the process industries and recommending the suitable product for their wear and tare components. Conducting trials at their work places. Covering Coimbatore, Erode, Salem, Mettur.

**6**. **T.Stanes & Company Limited**

**Position:**  Sales Officer - Coimbatore

**Period:** May 87 – Nov 88

Worked for Agencies Division marketing Visaka Asbestos Cement sheet in and around Coimbatore and Tropican range of food products in and around Madurai area.

**7**. **Laxgan Engineers**

**Position:**  Sales Engineer - Coimbatore

**Period:** July 84 – April 87

Contacting the process industries and recommending the suitable product for their wear and tare components. Conducting trials at their work places. Covering Coimbatore, Erode, Salem, Mettur.

**8**. **Jai Ganesh Engineering Works**

**Position:** Sales Representative - Coimbatore

**Period:** May 83 – June 84

Marketing the fractional HP motors for Industries in Coimbatore.

**Current C.T.C** 10.0 lacs per annum

**Preferred Job Location** Chennai

Domain KnowledgePaints

**Communication Details**

Permanent Address E 8, GOLDEN JUBILEE APARTMENT

 ANNA MAIN ROAD.

 K.K.NAGAR

 CHENNAI – 600078

Address for Communication E 8, GOLDEN JUBILEE APARTMENT

 ANNA MAIN ROAD.

 K.K.NAGAR

 CHENNAI – 600078

Mobile: +91 9790453937

**Education Details** B.Com Madras University

**Languages Known**

 English Fluent - Wide Knowledge

 Tamil Fluent - Wide Knowledge

 Kannada Conversational

**(K.MADESH)**