

## RESUME

K.Janardhan Achari

Email : janardhan0009@gmail.com

### Career Objective

To obtain a challenging and rewarding position in a dynamic Organization, where my education and experience will be in tandem with the company goals.

### **PROFESSIONAL STRENGTHS**

- Sales & Marketing Resource development
- Corporate Sales
- Concept/Solutions Sales & Presentations
- Revenue Generation & Management
- Channel Sales
- Market Intelligence
- Key Account Management
- Brand/Market Development
- Training and Dealer/Network
- Product Promotions
- Client Relationship

### **Work experience:**

#### **1. KENT RO SYSTEMS LTD( KENT CAMEYE)**

**Designation : Sr.Executive**

**Duration : March-2019 to till date**

**Roles and Responsibilities.**

- **B2B Sales Channel sales**
- Appointing new Distributors to for new business development
- Dealer level primary and secondary sales by the lead closings to support dealer's sale
- Dealer coordination by the Distributor channel for new sales development
- Increasing product promotion various marketing and promotional activities
- Product demonstration by the dealers customers to increase the end to end sales
- Develop the B2B funnel for B2B segment business development by the cold calling

#### **2. LINK AUTO TECH PVT LTD.**

**Designation : Executive Development Manager**

**Duration : October-2015 to February-2019**

**Roles and Responsibilities:**

- **B2B Sales, Dealer channel**

- Promoting High Security Registration Plate (Vehicle number plates), Speed Governors (Speed Limit Device) at dealer level to serve vehicle owners as in house service at the time of vehicle delivery and generating revenue for both dealer and company.
- Major Clients are BPCL, HPCL, IOCL Etc.
- Successfully prepared plans for old vehicle HSRP promotion plan through vehicle dealers and authorized service agents to serve the vehicle owners and generating huge revenue from them by collecting service charges for providing HSRP, Speed Governors at customer place.
- Successfully sales Speed Governors (Speed Limit Device) for RTC and Commercial vehicles dealerships(old and new) and their customers and operate fitments and distribution.
- Timely collect the payments and taking feedback solve the problems .

### **3.CREATIVE WEB MEDIA PVT LTD(AUTO PORTAL.COM).**

**Designation : Dealer Relationship Manager**

**Duration : September-2014 to September-2015**

#### **Roles and Responsibilities:**

- 1 .B 2 B Corporate sales and operations. Planning and achieving the sales targets in the assigned region
2. Acquire new associations and mine existing relationships to achieve set revenue targets
3. Achieving the Business targets assigned in terms of cross selling, enhancing and upgrading the High Net Worth relationships.
4. Developing new business plans in order to increase volume sales & brand penetration.
5. Seeks out and targets new customers and new sales opportunities, initiates action plan to approach and secure new business for the Company.

### **4.THE MITHRA AGENCIES, Authorized MARUTI SUZUKI dealer.**

**Designation : Sr. Sales consultant**

**Duration : August-2010 to August-2014**

#### **Roles and Responsibilities:**

- 1 .Generate enquirers from conducting the events showroom walk ins and references.
- 2 .Retail the maruti Suzuki cars the above sales process.
3. Attend the daily and weekly sales meetings ensuring the monthly target and customer satisfaction with all parameters.

### **Academic Profile**

- **M.B.A (HR-MARKETING)** from S.V.U P.G.CENTRE kavali. Institute of Post Graduate Studies Affiliated to Sri Venkateswara University, Tirupathi **.2008-2010 65.5%.**
- **B.sc (bzc) S.v Degree College** koilkuntla,Kurnool(dt). affiliated to Sri krishnadevaraya University, Passed in March 2008 **67.25%**
- **BIPC Intermediate** Public Examinations from SSR Junior college, Allagadda, Kurnool(dt). Passed in march 2005 **64.1%**
- **S.S.C** from Z.P High School, Uyyalawada. Kurnool(Dt) Passed in March 2003 **60.0%**

### **Known Technologies**

Packages : MS Office, &SKILLS.

## ACADEMIC PROJECTS

**Title** : “A STUDY ON JOB SATISFACTION IN PENNA CEMENT INDUSTRIES LTD AT TADIPATRI ANANTAPUR(DT)”.

**Period** : 45 days summer project.

### Achievements:

I Got *SALES EMERGING STAR, & SALES EXPERT* in **MARUTI SUZUKI** sales selling skills contest.

Smart Working

I can easily mingle to the people

Good Logical thinking

Good Communication Skills

&Good hard working nature.

## Personal Information

**Name** : K.Janardhan Achari  
**Father Name** : K.Sarabhaiah Achari  
**Nationality** : Indian.  
**Date of Birth** : 01-07-1988  
**Languages Known** : English, Hindi and Telugu.  
**Qualification** : M.B.A (HR-MARKETING)  
**Address** : peddayemmanur (v) & (post),  
Uyyalawada (m),  
Kurnool (dt),  
Andhra Pradesh.  
Pin code-518155.

## Declaration

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Place : Hyderabad.

(K.JANARDHAN ACHARI)

Date: