**Balaji Mandir,**

 **Papvinash Road ,Latur**

 **Mob:- Number: 9923705025**

 **Email:**sunilkuril111@gmail.com

**Sunil Hansraj Kuril**

CAREER OBJECTIVES:

To work in Competitive, challenging and interesting work environment offering well growth, opportunities and thus attaining high level of achievements willing to work as a key player in challenging & creative environment and to become a successful professional in the field of finance & accounting and Sales and Marketing to work in an innovative and competitive world.

|  |
| --- |
| **EDUCATIONAL QUALIFICATIONS** |

* MMS (2010-12) from IBSAR Institute of Management (Mumbai University).

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Year** | **School/College** | **University/Board** | **Program** | **Marks/Class** |
| 2010-2012 | IBSAR Institute of Management studies | Mumbai university | MMS( MBA Finance ) | 60% |
| Mar-2009 | Dayanand CollegeLatur | S.R.T.M.(Nanded) | B.COM | 60% |
| Feb-2005 | Kamla NehruBori | Latur | H.S.C | 59% |
| Mar-2003 | ZillaParishadBori | Latur | S.S.C | 54% |

|  |
| --- |
| **COMPUTER KNOWLEDGE** |

* Tally ERP
* Ms-office
* Internet browsing
* Computer hardware course

|  |
| --- |
| **INTERPERSONAL SKILL** |

* Ability to communicate effectively and honest
* Willingness to learn, sincere, confident, team work
* Excellent problems solving skills & Positive Attitude.
* Analytical skills and decision making
* Hardworking & A Strong work ethic & desire to succeed.
* Budgeting & Forecasting & Persuasive & having good influencing skils.

|  |
| --- |
| **EXTRA CURRICULAR ACTIVITIES & ACHIVEMENTS** |

**Retail Marketing Management Course (Two Months)**

**Experience:-**

**Maharashtra Bio Fertilizers India Pvt. Ltd. Latur**

**(From June 2015 to Currently Working)**

 **Role Title: "Senior Sales Manager" & Marketing Coordinator**

**Key Accountabilities:-**

 **Handling 4 State Sales ,Marketing &Coordinator 1) Gujarat, 2) AP, 3) Telangana ,**

 **4) West Bengal & Inventory In-Charge for 17 States C & F Godown Stock**

* Handling sales and marketing activities of company in assigned territory Maintaining effective business relationships with customers.
* Builds business by identifying and selling prospects.
* Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
* Sells products by establishing contact and developing relationships with prospects; recommending solutions.
* Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
* Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
* Prepares reports by collecting, analyzing, and summarizing information.
* Maintains quality service by establishing and enforcing organization standards.
* Contributes to team effort by accomplishing related results as needed.
* Target oriente

**Skills -**

* Presentation Skills
* Client Relationships
* Emphasizing Excellence
* Energy Level
* Negotiation
* Prospecting Skills
* Meeting Sales Goals
* Creativity
* Sales Planning
* Independence
* Motivation for Sales

**Coordinator -**

* Supports sales staff by providing sales data, market trends, forecasts, account analyses, new product information; relaying customer services requests.
* Handling all sales and marketing activities of company in assigned territory.
* Tracks product line sales and costs by analyzing and entering sales, expense, and new business data.
* Follow up with customers on behalf of sales team for securing techno-commercially clear purchase orders
* Follow up of Sales leads generated from various sources ( events , online etc )
* Dealing with incoming emails & phone calls regarding sales enquiries.
* Conducted market survey, analyze data, and prepared report to management
* Supports sales staff by providing sales data, market trends, forecasts, account analyses, new product information; relaying customer services requests.
* Assist in the preparation and organizing of promotional material (product samples, marketing collaterals etc) for global clients/dealers
* Respond to queries from customers/dealers and give after-sales support when requested
* Travel to various Branches all over India on planned or short notice.
* Research competitors’ prices products and sales techniques.
* Ensured timely order filling and customer service in coordination with sales managers.
* Communicate campaign objectives, timelines, and deliverables to sales team, and provide instructions for use or promotion
* Ensure adherence to laws and company policies regards to export
* Recommended products to customers based on individual needs and preferences.
* Expanded customer base through current client leads and business directory research.
* Manage Budget & Complete Monthly Quarterly Yearly Report detailing Activities & Improvement Plans.
* Plan and manage meetings, events, conferences, and trade shows by identifying, assembling, and coordinating requirements, establishing contacts, developing schedules and assignments, and coordinating mailing lists
* Continually seek and research new sources of prospective customer data, and provide recommendations to sales and marketing leadership
* Develop and manage all internal communication systems.
* Coordination with the factory and other departments as required to support sales activities.
* Maintaining optimal stock levels to ensure timely availability of products.
* Managing excess and ageing stock.
* Focused on management of inventory control processes.
* Identify & Remove Expiry Stock In Storage.
* Physical Stock taking at various Branches in India as well as Latur Warehouse
* Document production in support of Marketing and Business Development
* Contributing to general office admin ( For Manager Meeting Information & Arrangement mail, phones, front desk, neat and tidy office, company events, meeting room set up, etc)
* Preparing and sharing reports on day to day basis in respect of work done at branches & Head office.

 **Western Multistate Agro purpose Co-Operative Credit Soc.LTD**

**As Officer (Manager)** (July 2013-May.2014)

JOBS RESPONSIBILITY

* How to maintain pigmy Record & Software feeding. And Analysts
* Barware of branch Transaction & Deposit collection, Staff level& Branch Level Adjustment
* Cash Charge Handover Registered, Branch Close Time, Precaution of DD issue & DD refund.
* Monthly Finance audit of Head office and reports to Management.
* Daily proper Commitments & proper Achievements Report properly show Give intimation before taking leave.
* Travel to various Branches
* Handling all three branches such as Attendance, Cash Tern over registered for branch level,
* How to handle branch Transaction, How to take the Entries in manual &software.
* Preparing and sharing reports on day to day basis in respect of work done at branches & Head office.

 **Kolpe - Patil Multistate Co-Operative Credit Soc.LTD, Pune.**

 **As A Zonal Manager** (**20 April 2012 – June 2013)**

 **JOBS RESPONSIBILITY**

* Handling all five branches such as Attendance, Cash Turnover registered for branch level,
* How to handle branch Transaction, How to take the Entries in manual &software
* If software is Back Date How to prepare the Record to Branch Level
* How to maintain pigmy Record & Software feeding. And Analysts
* Maintenance of cash transaction, Precaution about Advance & Repayment.
* If Software is not on Date How to Maintain Branch Record, cash key maintained.
* How to Report about commitments & Achievements to branch day to day
* Barware of branch Transaction & Deposit collection, Staff level & Branch Level Adjustment
* Cash Charge Handover Registered, Branch Close Time, Precaution of DD issue & DD refund.
* Daily proper Commitments & proper Achievements Report properly show Give intimation before taking leave.

 **TAX CONSULTANCY FIRM**

 **As Accountant** **(July 2015 to 10 May 2016 [Part Time 6-10])**

 **JOBS RESPONSIBILITY**

* ACCOUNTING (TALLY ERP 9.0) SALES and PURCHESES Transaction in the Books of Company
* RECEIPT and PYAMENT transaction
* TDS, INCOME TAX. SERVICE TAX,CTS,MVAT Learning.
* **TYRES COMPANY (Apollo TYRES DEALER)**
* **Marketing Executive**
* July 2012 To March 2013
* Job Profile:- Handle Transport Clients Network in Navi Mumbai. Visit to Logistics Companies for Approaching the Sale.
* Job Location:-Navi Mumbai (Kalamboli )

**Aryan Mobile Shoppe& Service Center**

 **As A Manager** **(20 April 2006 – June 2009)**

JOBS RESPONSIBILITY

* Handling all sales and marketing activities of company in assigned territory.
* Adding up new business and penetrating more in to assigned territory with implementing initiative to increase distribution depth within the given budget.
* Front line Sales experience, team network management.
* Development of new markets, grab the opportunity and achieve of ambitious targets.
* Rework on distribution networking existing market to achieve maximum efficiency of network.
* Planning and delegating responsibilities of field force to achieve best team performance for company.

|  |
| --- |
| **Project Undertaken:** |

### Summer Internship Project : MMS 01-05-2011 to 30-06-2011

###  Project Title : “Fundamental and Technical Analysis for IT Companies”

 **Company**  : IVI Securities services

 I have done Fundamental &Technical Analysis of Major Companies in the Information

 Technology Sector (INFOSYS, TATA CONSULTANCY SERVICES, ORACLE, HCL, WIPRO)

 For five year (2005 -2010)

* **Winter Internship Project**: MMS-4th semester (1stDecember 2011 to 31thJan 2012).

 **Company name : -** Quest Profin Advisor Private Limited, Mumbai.

 **Project title :** “Loan Syndication Process At Quest Profin Advisor Private Limited

 **Description** : My Work to guide the people whose is interesting in getting the Loan

|  |
| --- |
| **PERSONAL INFORMATION** |

Gender : Male

Nationality : Indian

Religion : Hindu

Languages Known : English, Marathi and Hindi

Marital Status : Single

Hobbies : Reading, Listening Music, Travelling.

**Declaration**

 I hereby declare that all the information furnished in this application is true and correct to the best of my knowledge and belief.

Place: LATUR

Date: / / 20 (Sunil Hansraj Kuril)