

# DANIEL MOSES MANO M

**Date of Birth:** May 19, 1995.

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## Summary

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To pursue a highly challenging career, where I can apply my knowledge, acquire new skills and contribute constructively to the Organization.

## Experience

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### Sales Executive / Sales Team Leader

06/2019 to Current

#### Hindustan Coca-Cola beverages Pvt Ltd – Vellore, Kanyakumari- TN

- To lead a team of 8 salesman to achieve the organization business objectives.
- Handling 5 Distributors with 8 Salesman.
- Monitoring distributor wise secondary & primary sales.
- Achieving the Target Individually as well as Team.
- Part of new product launch Sprite Juicy, Fanta Juicy, Apple Sparkle , Colour.
- Appoint new Dealers and Distributor.
- Promoting the Brands & Encouraging the Sales through various Promotional Activities.
- Establishing a healthy relationship with retailers.
- Top RED-(Right Execution Daily) score in TN.
- Inventory Management

### Sales Intern

04/2018 to 07/2018

#### GlaxoSmithKline Consumer Healthcare Ltd – Trichy, TN

- To lead a team of 8 salesman to achieve the organization business objective.
- Monitoring distributor wise secondary & primary sales.
- Monitoring DSR's Secondary sales achievements on Daily and weekly basis.
- Ensuring DSR's to increase new outlets & Unique Lines.
- **Drive towards New product launch -Boost RTD** to pitch in market, increase sale and create a new channel E&D.

## Education

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### MBA

May 2019

- St. Joseph's Institute of Management -77%, Trichy, TN

### B. Tech Mechanical:

May 2017

- Karunya University -75%, Coimbatore, TN

### HSC

Mar 2013

- Kings Matric. Higher Secondary School-75.75%, Vallioor, TN

### SSLC

Mar 2011

- St. Francis Matric. School, Nanguneri-82.8%, Nanguneri, TN

## Skills

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- Active Listening
- Team Player
- Quick Learning
- MS office
- Active Learning
- Good Problem-Solving Skills
- Sales Planning & Meeting Sales Goals

## Positions of Responsibilities

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- President for **ROTRACT CLUB, JIM**
- Lead events like Blood camps, Para Olympics for social cause to give contribution to the society.
- Event organizer for events like PITSTOP, MINDKRAFT, JIMNESIA
- Team Leader for Sphered Program

## Personal Information

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Date of Birth : 19/05/1995

Father's Name : M.Mohan Justin

Mother's Name : M.Porchelvi santhakumari

Gender : Male

Nationality : Indian

Passport No : P1307258

Languages : Tamil, English

## Declaration

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I hereby declare that the above-mentioned details are true to the best of my knowledge.

Date:

Place:

(DANIEL MOSES MANO M)