**PREMSAGAR THATIPAMULA **

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**To secure a dynamic position in a professionally challenging environment where my skills will be utilized to the utmost level and provides enough scope to explore my knowledge to serve the organization to the best of my ability and skills.**

**Core Competencies**

**Management Skills**

* Manpower Planning, Recruitment & Selection
* Client Management
* Time Management and Planning Skills
* Inventory and branch operations.

**Soft Skills**

* Negotiation & Presentation Skills
* Problem solving & Troubleshooting Skills
* Communication & Analytical Skills
* Team player
* Proactive approach

**Educational Credentials**

* Graduated from ELLENKI College of Engineering under JNTU Hyderabad in the area B.Tech (Electrical and electronics Engineering) in MAY 2014.

**Professional EXPERIENCE:**

1. **Working With CATBUS INFOLABS PVT LIMITED ( BLOW HORN LOGISTICS ) as a Territory Sales Manager in Hyderabad from May 2019 to November 2020**

**Roles & Responsibilities:**

* Responsible for the attainment of sales targets and quota on a monthly basis in assigned territory.
* Revenue generation through bookings from **BLOWHORN** application.
* Consult with the client regarding solutions that will meet their business needs and will improve their ability to deliver their promise faster and with reliability.
* Strategically grow a customer base through prospecting and cold calling.
* Create and maintain sales pipeline status ongoing by maintaining accurate and complete information in selected CRM database including activity, closing, project forecast, close ratios and market intelligence.
* Maintain in-depth knowledge of complete line of products/services and customers business issues and needs.
* Collaborate with internal stakeholders regarding existing and new clients to identify and resolve client concerns; establish and maintain current and potential client relationships.
* Participate in marketing events, trade shows and Company events.
* Has to ensure that timely updates are given to the Manager and help in formulating reports for the sales head.
* Will have to ensure payments are collected on time and no delay in realizing the same.

**ii ) Worked with Dodla Dairy limited As Sales Executive from 20th April 2017 to April 2019.**

**Job Responsibilities in DODLA DAIRY:**

* Handled Milk sales
* Contact and develop prospective and existing Clients.
* Maintain professional standards of appearance, manner, discipline and work.
* To work to the activity targets set prospecting for new clients.
* To take incoming calls from prospective and existing clients.
* To follow up on any enquiries in a timely manner.
* To keep abreast of all new products.
* Ensure that the activity targets set for proactive sales are achieved.
* Produce reports as directed/Requested.
* Compliance with Company Policies and Company Health and Safety procedures.

**iii)** Worked with **M/s Manpower India Private Limited** as TEAM LEADER (Primary & secondary sales and Operations ) for **Hindustan Unilever Limited (HUL)** in HYDERABAD from 15th January 2015 to March 2017.

**Job Responsibilities:**

* Monitor the distributor in Hyderabad in terms of Primary & secondary sales with promotional activities first week of MOC.
* Achieve the targets as per committed numbers which was fixed in MOC meetings.
* Doing sales promotional activities in town beyond the budgets OR with the distributor's initiative.
* Project the sales for the coming quarters.
* Generate sales for Hindustan Unilever ltd SKU's and operates the visibilities as per company norms apart from this, handling sales supervisors from RS.
* Coordinating with AEs, KAEs and TSO for primary and secondary sales.
* Doing sales Promotional Activities in VIJETHA outlets to generate company secondary sales.
* Training Salesman supervisors in RS to increase sales and monitoring them to achieve the committed targets for the month.
* Mainly responsible to generate sales in VIJETHA outlets in MOC first week**.**

**Technical Proficiency**

* Microsoft Office tools namely Access, Excel, Outlook, PowerPoint and Word.
* ERP – S&D(Sales and Distribution) Module

**Other Facts**

* Captain for Cricket team at College level
* Have experience in doing excellent documentation on business requirements.
* Expertise in System design and development required for business process.

**Personal Particulars**

Date of Birth : 20th Jul, 1993

Permanent address : H.no:5-32, Plot No:25, Shiva sai Nagar, ECIL, HYD-500062.

Languages Known : English, Telugu, and Hindi

References : Available upon request

**Declaration**

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

(**PREMSAGAR.T**)