**Mahesh XXXX**

Email id: Mahesh\*\*\*\*\*@gmail.com
Cell: 78\*\*\*\*\*\*\*\*

**Career Objective**

Objective to work in an organization which provides opportunities for growth, learning and scope for the implementation of my skills and hence give my best to the organization. I am looking for Assignments in Sales & Marketing/Business Development/Distribution Management/ Channel Sales/Corporate Sales.

**Work Experience**

MBA in Marketing with 4.4 years [4 years and 4 months] of experience in Sales, Marketing, Business Development, Corporate sales, Channel sales [Telecom Industry and Other Industry’s].

**Executive Summary**

* MBA in Marketing with 4 years of experience in Corporate Sales, Marketing, Channel Sales and Business Development.
* Handled Dealers and Corporate Sales Successfully.
* Worked with XXX Pvt Ltd as a Sales Manager and increased Sales from Corporate Clients and dealers.
* Increased Sales of Products by 23% through Channel Sales and Corporate Sales.
* Awarded as XXX STAR for increasing Sales by 20%.

**Personal Competencies**

* Computer skills ,Internet skills ,Hardworking skills, Team Handling Skills, Networking Skills, Communication Skills, Presentation Skills.

**Organization Details**

**Company Name:** XXXX
XXX is the Russian Telecom Company Operating in India in partnership with ABC is the voice and data service provider on CDMA technology in India.

**Duration:** From 3rd February 20XX to 18 November 20XX
**Designation:** Frontline Sales Officer
**Job Responsibilities**

* Building, Maintaining and Retaining Healthy Business relations with Corporate Clients to generate more Business from Existing Clients.
* Generating Leads through Continuous visits, Building good relationship with Corporate Clients.
* Identify New Potential Customers for the Business Development.
* Handling Customer queries for their Satisfaction and for Creating New Business Avenues.
* Analyzing Competitor Activities and Reporting to Related Officers.
* Increasing Sales through existing Corporate Clients and through New Clients.

**Company Name:** XXXX Bangalore.
XXXX is a leading global business and information technology company that delivers consulting, systems integration and outsourcing solutions to clients across the global industries. The Company is the Distributor for the interactive Boards, Computers, Laptops and Accessories.
**Duration:** From August 20XX to January 20XX
**Designation:** Sales Manager
**Job Responsibilities**

* Identifying and Analyzing the Client Requirements.
* Interaction with the Client Organization and Present Product Demonstration.
* Sales of Computer Accessories.
* Dealer Handling.
* Generating Order and Leads for Business Development.
* Collection of Payments.
* Appointed Dealers for Generation of Business in Bangalore.
* Providing Product training to Clients.
* Cracking new business avenues through cold call.

**Achievements**

* Increased Sales by 20%.
* Awarded XXX STAR for increasing Sales.
* I have done XXXX products promotions inside IT Park.

**Educational Qualifications**

* MBA from XXXX University in 20XX-XX
* B.Com from University in 20XX-XX.

**Activities of Interest**

* Reading Newspaper, Surfing on the Internet, Playing Video Games, Watching movies, listening to Music.

**Personal details**

**Date of birth:** 1st March 19XX.
**Languages known:** English, Hindi, Kannada.
**Address:**