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| Kenam Sharath Chandra  Problem Solver, Mentor, Quick Learner | kenamsharath@yahoo.com  +91 - 9866026856  Skype: kenamsharath  Address: 1-80 Balaji Nagar Colony, Osmansagar Main Road, Narsingi, Hyd - 500089 |
| EXPERIENCESivaraj Spinning Mills (P) Ltd, Hyderabad — *Deputy Manager - Distribution Sales & Operations General* December 2018 - March 2021  * Overseeing the regional sales, promotions, collections and other activities to achieve sales target. * Assisted in launching a sales campaign that increased a 10% of profits during the Q1 in 2019, went on to steadily drive profits up to 30% over a 2 - year period. * Trained and mentored a 16 - member team which includes ASM’s, ASE’s and Store Managers. * Handled 12 distributors and 200 plus retail stores like, Apparel MBO’s, LFS, Channel Sales and EBO’s  Zeven Sports Private Limited, Hyderabad — *National Business Development Manager (PAN INDIA)*April 2017 - November 2018  * Responsible for sales, operations, marketing, business development, hiring and training, and strategic planning. * Increased the new product sales by over 50% by appointing the distributors and retailers across PAN INDIA. * Designed and executed marketing strategies including trade show exhibitions, networking groups and various business events.  Nike, Inc., (S P Lifestyles) Hyderabad — *Regional Manager*September 2015 - March 2017  * Managed the end to end store operations like Visual Merchandising, DNA Training Program, Inventory and Stock Management, Customer Service, Category Management. * Participated in tenders with all state Govt / Public Sectors and Corporate Sectors for the bulk orders of Nike products. * Setting weekly, monthly and quarterly sales targets to stores and monitoring their performance.  M/s Logistics & S K Marketing, Hyderabad — *Area Sales Executive* June 1998 - August 2015  * Handled more than 150 retail outlets (including MBO’s and Shop in Shop’s) in the state of Andhra Pradesh.. * Positioning new products and the premium brand including “Jockey Innerwear, Sweet Dreams Nightwear, Turtle Shirts, Shapes Trousers, Numero Uno Casual wear and Red Tape Footwear” in the assigned territory by direct interaction with the key retailer. * Creating brand and product visibility by proper display and VM at all the stores.  EDUCATIONNalanda Vidyalya, Hyderabad — *S S C*May 1995Vijay Nagar Jr. College, Hyderabad — *Intermediate*March 1998New Govt Degree College, Hyderabad — *B.Com (Graduation)*July 2005 . | SKILLS  * Building rapport with customers. * Experience in managing a high performance sales team. * Customer Service attitude with excellent negotiation. * ​Excellent organization and time management. * Have a strong motivation. * Identifying new potential customers and new market opportunities.  AWARDS Joined the “Zeven Sports Private Limited” as a “Leader Sales - Andhra Pradesh & Telangana”, worked with dedication, passion and commitment and got promoted as a National Business Development Manager (PAN INDIA). INTERESTS  * Playing Cricket * Travelling * Cooking * Watching Movies * Spending time with friends and family |