

RESUME

3/118, Meenatchipuram kudi Street,
Thirupparaithurai,
Tiruchirapalli District, Pin: 639 115.
Tamil Nadu State, India
Mobile No: +91-9443391286.
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D.Manikandan

CAREER OBJECTIVE

: To gain excellence in field of **Sales,Marketing & Bd** through suitable Position in your esteemed organization.

PERSONAL INFORMATION:

Name : D. Manikandan
Father's Name : M.Durairaj
Date of Birth : 12.10.1974
Present Address : 3/118, Meenatchipuram kudi Street,
Thirupparaithurai,
Tiruchirapalli District, Pin: 639 115.
Tamil Nadu State,India.
Mobile No: +91 9443391286.
Educational Qualification : **M.Com.**
Computer Proficiency : **Post Graduate Diploma in Computer Science and application**

WORK EXPERIENCE

- * In **Jan-1999 - Apr-2001** as a **Rural sales promoter** in **M/S, Glaxo Wellcome Rural Marketing** a division of **M/S, Glaxo India Ltd.,**
- * In **May-2001 - Dec-2002** as a **Sales Officer** in **M/S, SmithklineBeecham India Limited.**
- * In **Jan-2003 - Aug-2006** as a **Senior Sales Officer** in **M/S,Today's writing products Ltd.,**
- * In **Sept-06 - Oct-07** as a **SalesExecutive** in **M/S,Zodiac Clothing Co Ltd.,**
- * In **Nov-07-May-15** as a **Senior Sales Officer** in **M/S, Madura Coats Pvt Ltd, a division of COATS INDIA**

CAREER PROFILE

- * **Present working as Asst Manager- Sales in M/S. Premier Spg & Wvg Mills Pvt Ltd.(Jun -15 to Till Date)**
- * **Job involves achieving depot,zonalwise primary targets.**
- * **Developing new Dealers, maintaining visibility levels at retail outlets ,wholesale distributions & Super Stockist.**
- * **Co-ordination with the Marketing Head, Rsm on a day to-day basis.**
- * **To monitor a market all level of distribution in a sales period.**
- * **Each and every step, only market development**
- * **To drive organizational growth only.**
- * **To leading a sales Team& Drive the asst.sales officers**
- * **To Create a new Style of sales management**
- * **Perfect & prompt collections management**
- * **To provide strong networking , EBO & BSO**
- * **High-level Of Integrity**
- * **Ability to work independently**
- * **Higher Level of adoptability**

ACHIEVEMENTS WORK IN AREA

- * **In Jan-1999-Dec-2000, developed effective beat plans for cover adjoining Town of Trichy area (Karur, Perambalur, Ariyalur,) districts .There by venturing new outlets of close to 380 Doctors,Against on existing coverage of 180 Doctors.**
- * **In Jan-2000-Feb-01, achieved two times the area average sales in Salbutmol syrubb(bronkosyrubb)through expansion of new outlets in Tanjore and adjoining them(kumbakonam, Thiruvarur,Nagai, Karaikal,Pudukkottai, Sivagangai) districts.**
- * **Conducted sales contest for my field Sales team(SR/ASO)there by Creating high motivation levels and in calculating healthy competition amongst them.**
- * **In May-2001- Dec 2002, Appointed new distributors(RDS) in (Chennai, Salem, Coimbatore ,Villupuram, Cuddalor district & Pondy State)of Close to 36 Distributors against on existing Distribution of 16 Distributors Only.**
- * **In 2003 Jan - Aug-06, appointed new Distributors in Trichy, Tanjore, Thiruvarur, Nagapattinam, Perambalur & Pudukkottai Districts of close to 33 Distributors against on existing Distribution Of 16 only.**

- * In **Nov-2007 - Dec -09**,Appointed new **Dealers** in **Vellore, Tiruvannamalai,Kanchipuram** district of close to **51** dealers against on existing **Dealers** of **14** only.
- * In **Jan-2010 - May -12**, Appointed new **Dealers** in **Trichy,Ariyalur,Perambalur,Pudukottai,Sivagangai,Tanjore, Tiruvarur,Nagapattinam**, Districts of close to **54 Dealers**,against of existing **Dealers 24** only.
- * In **2008 Jan - Dec-2009**, collected a **Winnar award** from **chennai branch**
- * In **2010 Jan - Dec-2010**, collected a **Runnar award** from **chennai branch**
- * In **2011 Jan - May-2015**, collected a **Runnar award** from **chennai branch**
- * In **June 2015 to Till Date** Appointed New Dealers in **Trichy, Karur, Ariyalur, Perambalur, Sivagangai, Madurai, Dindugal, Tanjavur, Tiruvarur,Nagapattinam, Karaikal, Cuddalore, Villupuram, Namakal & Pudhucherry** Districts of close to **25 Dealers** against of existing **Dealers 10 only**

LANGUAGES KNOWN

Tamil, English (Speak & Write)

Telugu (Speak Only)

HOBBIES

Music, Playing football & Volley ball, Novel reading.

CAREER EXPERIENCE

22+ YEARS

Date:

Yours truly,

Place : Tiruchirapalli

(D.Manikandan)