

## ANEESH K V

KonhangattuParambil, Paruthippara, Calicut 673632, Kerala, India

Mob. +91 9947713399,+91 6238412075; Email: [aneeshkva9@gmail.com](mailto:aneeshkva9@gmail.com)



### Career Objective

- Continuous learning and implementing the management and technical concepts in real time environment.
- To achieve at the challenging career in the management of the business that promotes professional growth and prospectus.
- To become a successful head of a competitive, challenging, professional, organization which values competencies, integrity and creativity.

### Core Competencies

- Excellent written, communication, interpersonal, problem solving skills with the ability to work in multi-cultural environment.
- Ensuring high quality services, resulting in customer delight and optimum resources utilization for maximum service quality.
- Willingness to learn
- Positive Attitude
- Believes and values teamwork.

### Career Summary

- **HINDUSTHAN BUSINESS CORPORATION**  
Workshop mechanic in leading two & three wheeler outlet at Calicut (2002 August – 2004 June)
- **CRI PUMPS PVT LTD**  
Marketing Executive (2004 July - 2014 January)
- **DECCAN PUMPS PVT LTD**  
Asst Branch Manager-Kerala State,India (2014 February – 2014 July)
- **SHAKTI PUMPS INDIA LTD**  
Branch Manager – Kerala State,India (2014 August – 2019 Nov)

### **Key Responsibilities**

- Planning of Activity / Work / Advertisement / Sales promotions
- Appointing service centers and providing guidelines.
- Promoting new aspects as per the market demands.
- Communicating dealer ideas to management.
- Replying to HO Queries.
- Target fixation / Dealer development plan proceedings and follow-ups.
- Concentrating Government Department sales and participating tenders.
- Appointing and monitoring the sales representative's activity.
- Develop relationship with dealers,mediators and customers.
- Achieving the Target and Improving the market share in each of product portfolio in the representing area at the minimal cost and at required profitability.
- Dealer visit - Follow-ups,Educating,Guiding,Motivation,Developing and Evaluating- As business Consultant.
- Spend time in coaching and counselling Sales Representatives,Dealer marketing executive,Consultants,Builders,Architects,Developers etc.
- Contributing to and developing marketing plans and strategies,Executing corporate business strategy and concepts.Formulate and Execute business centre wise marketing plan.
- Follow-up of the dealer development activity.Plan and conduct various promotional activities,trade fair and exhibition and plan and fulfill the advertisement requirements so as to build the brand awareness in the area for the business improvement-Evaluate Marketing Campaign Effectiveness.

### **Educational Qualification**

- Diploma in Mechanical Engineering (1999-2002) from Kerala Govt. Polytechnic-Kozhikode,Kerala

### **Computer Proficiency**

- Operating systems : Windows
- Language : Basic
- AutoCAD : Mechanical

## Personal Vitae

**Date of Birth:** 17<sup>th</sup> May 1982

**Nationality:** Indian

**Sex:** Male

**Marital Status:** Married

**Driving Licence No:** 11/6883/2000

**Passport No.:** G 5681555

**Language Proficiency:** English, Hindi , Malayalam and Tamil

**Current Address:** KonhangattuParambilHouse, Farook College PO, Paruthippara, Calicut - 673632

**Mob:** +91 9947713399,6238412075

Current CTC : 7.25Ls

## DECLARATION

I hereby declare that the information furnished above is true to the best of my knowledge and belief.

Yours sincerely

(ANESH K V)

Place : Calicut.

Date : 07.02.2020