**KARTHEEK MARTHA**

Hyderabad, Telangana – India

**Mobile:** +91 9866260267

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**Manager – Sales with 15+ years of progressive experience**

**Business Development | Sales | Key Account Management | Channel Management**

*Seeking a challenging position to drive realization of business targets with adept management of organizational diversity, while maintaining a firm focus on assured bottom line gains and distinguished company performance*

**Career Summary:** Result driven and dedicated professional with more than 15 years of rich experience in Sales & Marketing, Business Development, Revenue Generation, Enterprise management, Channel Management & Administration across Cement , Steels, Automobiles, Pharmaceuticals, Food, Foundry and various sectors. Being sales & business professional, help people and organizations to discover their inner potential for both remedial and generative performance for accelerated success

* Proficient in service operations along with implementation of various techniques for improving the process operations along with cost effectiveness
* Skilled in developing and implementing testing procedures and systems as well as setting up testing facilities for various tests
* Experienced in managing service business having proven ability to generate substantial business turnover with strong application of business development skills
* Deft in supervising customer service operations for achieving quality services, providing customer support & resolving issues
* Ability in implementing competitive strategies for generating sales and increasing revenue towards achievement of turnover & bottom line targets
* Skilled in building and maintaining healthy business relations with major clients and various stake holders for ensuring maximum customer satisfaction

**KEY EXPERTISE**

* Efficient in managing complete business operations with accountability for profitability & strategizing the long-term business directions of the region to ensure maximum profitability
* Skillful in Planning routine maintenance of all the equipment, maintaining documentation and records of maintenance, implementing procedures and heading post-sale service operations
* Articulate in resolving technical issues through root cause analysis of all mechanical & electrical issues, analyzing the nature of faults & initiating follow up actions to provide quality feedback of the equipment
* Conversant in identifying areas of obstruction / breakdowns and taking steps to rectify the equipment’s through application of troubleshooting tools
* Coordinating material / spare parts planning related activities encompassing identification of vendors, requirement specification & offer evaluation

**SKILL SET**

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| --- | --- | --- |
| * Sales & Marketing * Business Development * Strategic Planning * Distribution Management * Business & Revenue Growth | * Consultative Sales * Channel Management * Key Account Management | * Enterprise Business Management * Competitor/ Market analysis * General Administration * People Management * Leadership |

**LANGUAGE SKILLS**

* Telugu
* English
* Hindi

**EDUCATION**

* Bachelor In Applied Mechanical Engineering From Indian Virtual University 2016
* Diploma in Metallurgy from Government Polytechnic kothagudem 2003

**CAREER CONTOUR**

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| --- | --- | --- |
| **Designation** | **Organization** | **Duration** |
| **Manager – Sales** | **Sri Surya Enterprises** | Jan 2019 – Till Date |
| **Engineer - Sales** | M/S Goyal INdustries | Nov 2015 – Dec 2018 |
| **Engineer - Sales** | Ashok Leyland Ltd | Jun 2004 – July 2015 |
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**KEY RESULT AREAS**

* Hands on Experience in sealing more than 25 different types of products like castings , coatings , resin , Lca Etc
  + Negotiating favorable conditions of sale
  + Achieving sales and collection targets
  + Providing installation, commissioning and after-sales support
  + Traveling extensively to maintain existing accounts and develop new customers
  + Collecting Payment After successful commissioning and ‘C Form
* Identifying strategic partnerships and gathered market information for competitive advantage
* Generating new accounts by implementing effective networking and content marketing strategies
* Managing budget forecasting goal setting and performance reporting for accounts
* Demonstrating best practices for position management, trade execution, middle and back office resulting in streamlining client operational workflow
* Providing competitive bids on mechanical equipment to targeted accounts for new construction
* Facilitated sales process from start to finish communicating internally with underwriting, billing, account, and member service departments