



VISHNU VENU

A sales professional motivated to generate record setting sales figures, account development and territory expansion. Proven ability in leading sales and service team to achieve the company goals.

Contact



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Sree Vaikundam, PMBNRA – 9,
Pallithanam Lane, Nedumcaud
Road, Karamana P.O., Trivandrum,
Kerala, India 695002

Personal Details

Date of Birth : 07 January 1997

Place of Birth : Salalah, Sultanate of
Oman

Passport No. : N1503624

Education

● MBA

Amrita Vishwa Vidyapeetham, Kochi
2019-2021

Marketing And Operations

Amrita School of Business, Kochi -

● B.Tech

Kerala University

2014-2018

Mechanical Engineering

Mohandas College of Engineering And
Technology - Thiruvananthapuram

Experience

● Territory Sales Officer

Asian Paints Pvt. Ltd,

April 2021 - Feb 2023

- Managing a sales and service team.
- Building up the network of business partners.
- Strategize with senior management to market new products into the retail market.
- Network expansion for deeper market penetration & reach

● Senior Marketing Executive

JK Cement Ltd,

Feb 2023 - Present

- Handled Trivandrum and Kollam.
- Built a strong network of retailers in both the districts.
- Strategize with senior management to market TilemaxX, a newer product range from JK Cement.
- Successfully appoint distributors and stockists.

Accomplishments

- Created a strong dealer network. Successful in converting top non user accounts to Asian paints.
- Added 5 competition dealers into CR category in a single FY for Asian Paints.
- Maintained a CEI (Collection Efficiency Index) of 92% in retail and Lub accounts.
- Opened 9 new Asian Paints dealership outlets in a single FY out of which 4 are competition outlets.
- Generated 36% value growth in the territory and 21% growth in terms of volume.
- Was a part of the launch of JK Cement TilemaxX in Kerala
- Handled both project sales and retail sales of JK Cement TilemaxX in Trivandrum and Kollam.
- Opened the very first exclusive distributor for JK Cement TilemaxX in Kerala

● Plus Two

CBSE

2013-2014

Saraswathi Vidyalaya, Trivandrum

● SSLC

CBSE

2011-2012

Indian School, Sur - Sultanate Of Oman

Skills

- Team Handling Strategy
- Development Data Analysis
- Client Management Rapport
- Building Distribution and
- Channel Sales Business
- Development and Planning
- Order Management Territory
- Management Negotiation

Interests

- Marketing Sales
- Automobiles
- Supply Chain Management

Software

- Basic C++
- SAP
- MS Office
- Basic Auto CAD

Hobbies

- Travelling
- Cricket
- Watching Movies
- Meeting People

Certifications

- Post-Graduation Diploma in Oil and Gas Quality Management
- Certificate in Offshore Structure Inspection & Construction Technology
- Certificate in Fire Fighting Design
- Certificate for QA/QC in Piping and Welding
- Certificate in QA Engineering and Destructive Testing
- Certificate for QA/QC in Painting Technology and Material Equipment Inspection
- Certificate in MEP-HVAC Designing and Drafting
- Certification in Non-Destructive Testing

Internships

- Position: Business Development Executive
- Employer: Extra Marks Education Pvt. Ltd, Kerala
- Duration: May-2020 to July 2020
- The major objective of the project was to know the market share and market potential of Extramarks Education app in Kerala. As a result of the study, it was found that improvement in the existing marketing strategies and schemes could improve the market share of Extramarks Education ap

Language

- English



- Hindi



- Malayalam



- Arabic



Declaration

I, hereby declare that the above mentioned information is true and correct to the best of my knowledge and belief

Vishnu Venu