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| **Francis PV****Sales and Business Development Professional**An MBA in Marketing ManagementTen years of rich experience in Sales and Business Development and with largest companies in India. I want to plan and pursue a long time career with an organization, which offers both horizontal and vertical growth opportunities**Core Competencies**

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| Business Development | Product development |
| Channel Management | Sales Support |

 | Nationality: IndianContact Details:Mobile: 91+9946105420 971503342064**Email:** francispv1@gmail.comC:\Users\LENOVO\Downloads\fransis.jpg |
| **Experience:****Senior Sales Executive:****Philips Domestic Appliances India ltd (**November 2017 November 2022)* Secondary order
* Dealer reach
* Product reach SKU wise
* Collection
* Demo
* Consumer durable (Kitchen appliances)

**Sales Executive:****Time Techno Plast ltd**(March 2017 to October2017)* Tarpaulin sales
* Secondary order
* Market visit
* Product introduces
* Product reach

**Field Officer:****Team** leases **ltd for ICICI Lombard GIC ltd****(May 2016 to October 2016)*** **Duties & Responsibilities: -**
* Daily reporting to Reporting authorities & Sending MIS
* Handling contracts & maintain business communications with client
* Manpower management
* Audit

**Sales Executive:****Venkateshwara Hatcheries pvt ltd** **(July 2014 to March 2016 )*** **Duties & Responsibilities:-**
* Relationship management
* Generating Leads
* Generating business from Customer
* Meeting institutional sales
* Coordinating farmers meeting
* Providing after sales Service to customers
* Outstanding Collection from customers
* Distribution Management
* Achieving sales target

**Sales Officer:****Godrej Agrovet Ltd** **(March 2009 to May 2010,** **Dec 2011 to June 2012)*** **Duties & Responsibilities:-**
* Scheduling and Conducting Business Meets with Potential clients.
* Preparing presentation
* Actualizing marketing strategies
* Preparing reports to senior Mangers.
* Handling end to end sales operations
* Assisting the distributors for Marketing
* Channel developments
 |  | **Profile:**An energetic, self-motivated& experienced Sales and Business Development Professional.I am committed to improving individual, team and organizational performance by developing Sales and Business activities.**CurrentRoleAchievements:*** Target achievements
* Introduced new products to the market
* Relationship Management
* Distribution Management
* Overdue Management

**RoleAchievements:*** 3rd prize in mimicry in Thrissur Meghala Kalotsav 2007.
* First prize in Ad-zap at Bishop Heber college,Trichy 2012
* Second prize in Ad-Zap at Jamal Mohamed college Trichy 2013
* First Prize in Business Quiz at Sri venkateswara group of institutions, Coimbatore 2014
* Second prize in Business Quiz conducted by The Economics Times at St.Joseph college Trichy,2014

**RoleAchievements:*** Handled south Kerala region
* Penetrated sales with the help of distributers.

**Strengths:**Close interaction with every department middle level and senior level managementAbility to learn quickly, Team player, adaptability and well coupled with a friendly and open disposition.Self motivated and motivating others, self starter, punctual and loyal.**Education:****Master in Business Administration** in **Marketing****Management (2012 to 2014)** from Dpt.of commerce and financial studies, Bharathidasan University, Trichy in 2014.**Bachelor of Commerce** from Calicut University, Thrissur in 2005.MS Office,Internet**PersonalInformation:**Date of Birth: 21 – May – 1984Age: 38Marital Status: MarriedLanguagesKnown: English, Malayalam, TamilMob : 9946105420Permanent Address :Sreyes House Wadakanchery Thrissur,Kerala India. 680623 |
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