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| **Francis PV**  **Sales and Business Development Professional**  An MBA in Marketing Management  Ten 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**   |  |  | | --- | --- | | Business Development | Product development | | Channel Management | Sales Support | | | | Nationality: Indian  Contact Details:  Mobile: 91+9946105420  971503342064  **Email:** [francispv1@gmail.com](mailto:francispv1@gmail.com)  C:\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 management  Ability 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 – 1984  Age: 38  Marital Status: Married  LanguagesKnown: English, Malayalam, Tamil  Mob : 9946105420  Permanent Address :Sreyes House  Wadakanchery  Thrissur,Kerala  India. 680623 |
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