

M.N. RAGHAVENDRA RAO

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Professional Summary

Dynamic and results-driven Sales and Business Development Professional with over 25 years of progressive experience in driving revenue growth across building materials, waterproofing solutions, paints, and architectural products. Proven track record of significantly increasing sales, building strategic partnerships with government bodies and private sector leaders, and introducing innovative product solutions. Adept in handling large institutional clients including HAL, ISRO, PWD, MES, CPWD, Indian Railways, and major construction firms.

Key Skills

- ✔️ Institutional & Government Sales
- ✔️ Business Development & Lead Generation
- ✔️ Architect & Consultant Liaison
- ✔️ Product Pitching & Technical Presentation
- ✔️ Strategic Account Management
- ✔️ Sales Team Leadership
- ✔️ Tender Specification & BOQ Incorporation

Strengths

- Strong government department liaison and specification selling skills.
- Ability to simplify complex product propositions to ensure understanding and implementation.
- High-impact communicator and rapport builder with clients and consultants.

Professional Experience

STP Ltd. – Business Development Manager 📍 Bangalore | Jun 2022 – Jan 2025

- Achieved 100%–200% growth in sales revenue by targeting key government institutions like KPCL, IISc., NAL, GE R&D, RBI, ISRO, BEL, and PWD.

Façade One International Pvt Ltd – Business Devpt Mgr. 📍 Bangalore | 🕒 2021 – 2022

- Spearheaded façade solution sales to clients including Embassy Hub, Delhi Metro (URC Construction), Brigade Group, Prestige Group, and Manipal Group.

Mutha Industries Pvt Ltd. – Area Sales Manager 📍 Bangalore | ⌚ 2018 – 2020

- Promoted eco-friendly bamboo flooring products, securing major deals with CPWD, DGCA, BIAL, and top hospitality chains.

STP Ltd. – Business Development Manager 📍 Bangalore | ⌚ 2013 – 2017

- Instrumental in acquiring projects from BDA, CPWD, SW Railways, Port Dept, BEML, and Astra Micro.

Snowcem Paints Pvt Ltd. – Area Sales Manager 📍 Bangalore | ⌚ 2010 – 2012

- Achieved major orders from institutions like CPRI, Doordarshan, and Army Welfare Association by focusing on waterproofing solutions.

Polybond Organics Pvt Ltd. – Manager - Sales 📍 Bangalore | ⌚ 2008 – 2010

- Revitalized sales through onboarding new clientele and strengthening relationships with existing customers.

Murudeshwar Ceramics Ltd. – Manager - Sales 📍 Bangalore | ⌚ 2003 – 2008

- Delivered a 400% sales growth by fostering strong relationships with architects, builders, and end customers.

Glister Office Systems – Manager - Sales 📍 Bangalore | ⌚ 1996 – 2003

- Secured high-value orders from HAL, MES, ISRO, MNCs, and banking institutions in office furniture and partition solutions.

Education

Bachelor of Science (B.Sc) - University Affiliated Institute – Bangalore