

JERRIPOTHULA SIVA PRASAD

Hyderabad-Telangana.

GENERAL INFO

Marketing professional with 13+ years of Experience in Sales Activities, Distribution Network, Team Handling

ACHIEVMENTS

- Appreciation on Applications
- Best Speaker Award at Diffusion Onboard Presentation.
- Presentation at the mining Technology forum.

EDUCATION SUMMARY

- SSC-School secondary certificate-1995-96
- Diploma in Mechanical Engineering-2000.

PERSONAL REFERENCES

- Vinod Yadgiri – R.M Sales-DEL yadgirivh@gmail.com
- Hardesh Sharma – Sr,Sales Engg-DEL Hardesh.sharma@gmail.com
- Ravi Penta – APS-EWAC Ravi.penta@gmail.com

CONTACT INFO

- Contact No:+91.7993595950
- Email:shiva.prasad0113@gmail.com

PERSONAL DOSSIER

- Date of Birth: 13th Jan 1980
- Marital Status : Married
- Language: English,
- Hindi & Telugu, Kannada

WORK HISTORY

MANAGER-D&H SECHERON Sept-2024-Present

HYDERABAD

AREA MANAGER – DIFFUSION ENGINEERS LTD December 2017-2024 TELANGANA-State.

During this role, one of my key duties was to manage the Distributors billions revenue operation network for all divisions.

- Established product line for MINING and achieved 4Crores business for Electrodes and wear plates.
- Identified distribution channels for the power plant industry
- Played a key role in getting turnkey projects from paper, Cement

ZONAL MANAGER-DIFFUSION ENGINEERS LTD-2015-2017

CHANDRAPUR-Maharashtra.

Developed new business form Ambuja Cement, ACC Cement, Ultrarech Cement, Manukgarh Cement

SALES ENGINEER- DIFFUSION ENGINEERS LTD from November 2010-2015 Gulbarga Area

During this role, one of my key duties was to head the operation network for the DEL product line

- Generate new business of 5 Crore in 1st year for RPR profiling
- Establishing new business for LS crusher Rotor reconditioning from ground zero and executed order of 1 Crore from Vasavadatta cement
- Developed business partnerships for High-end value products
- Drive end-to-end sales cycles including lead generation, sales presentations, commercial proposal submissions, contract negotiations, revenue generation and account receivables.

SALES ENGINEER: LPF SYSTEMS PVT LTD (EUTECTIC) form 2006-2009

Responsible for enhancing the market opportunities for high strength customers in kothagudem and Ramagundam areas.

- Primary responsibility of handling Sales & Marketing responsibility for the assigned territory
- To prospect, identify & acquire customers across industry domains for large range of industrial Products like Welding Consumables, Wear Plates, Welding Machines, Powders, Adhesives & Sealants, Cold Repair Products Coatings – Glass Flakes, Epoxy, PU etc.
- Responsible for implementation of sales plans for achieving budgeted sales targets
- To monitor pipeline of potential customers, identify entrance barriers, continuous update on customer specific action plan