

Dandal Harikrishna

Area Sales Manager

Motivated individual with experience in customer service and sales. Skilled in building customer relationships and understanding customer needs. Strong communication and interpersonal skills for providing superior customer service.

Work History

2023-06 - present	<div>Area Sales Manager <i>Sheenlac Paints Ltd, Tirupati</i></div> <ul style="list-style-type: none">Established strong relationships with major accounts and key decision-makers to increase sales in designated territory.Monitored customer buying trends, market conditions, and competitor actions to adjust strategies and achieve sales goals.Forecasted sales and established processes to achieve sales objectives and related metrics.
2023-02 - 2023-06	<div>Business Development Manager <i>Hella Infra Market Retail Private Ltd, Tirupati</i></div> <ul style="list-style-type: none">Generated new business with marketing initiatives and strategic plans.Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.Reached out to potential customers via telephone, email, and in-person inquiries.Achieved sales goals and service targets by cultivating and securing new customer relationships.
2016-06 - 2023-02	<div>Territory Sales Executive <i>Kansai Nerolac Paints, Tirupati</i></div> <ul style="list-style-type: none">Monitored customer buying trends, market conditions, and competitor actions to adjust strategies and achieve sales goals.Developed sales strategy based on research of consumer buying trends and market conditions.Researched competitor activity and used findings to develop sales growth strategies.Conducted regular market analysis to identify new opportunities for territory sales growth.Attended monthly sales meetings and quarterly sales trainings.Developed and maintained strong working relationships with professionals within assigned territory.Set and achieved company defined sales goals.Contributed to event marketing, sales and brand promotion.
2013-05 - 2016-05	<div>Territory Sales Officer <i>Berger Paints India Ltd, Tirupati</i></div> <ul style="list-style-type: none">Monitored customer buying trends, market conditions, and competitor actions to adjust strategies and achieve sales goals.Analyzed sales data to identify areas for territory improvement and implemented strategies to maximize sales growth.Researched competitor activity and used findings to develop sales growth strategies.Implemented promotions and marketing campaigns to increase territory sales and brand awareness.

Personal Info

Email
dandalhk@gmail.com

Phone
9701974504

Skills

- Order management
- Business development and planning
- Territory Management

Languages

Telugu	★★★★★
English	★★★★★

- Built relationships with customers and community to establish long-term business growth.
- Managed accounts to retain existing relationships and grow share of business.

2008-06
- 2013-04

Territory Sales Executive

Grasim industries, Madanapally

- Monitored customer buying trends, market conditions, and competitor actions to adjust strategies and achieve sales goals.
- Achieved sales goals and service targets by cultivating and securing new customer relationships.
- Analyzed sales data to identify areas for territory improvement and implemented strategies to maximize sales growth.
- Researched competitor activity and used findings to develop sales growth strategies.
- Set and achieved company defined sales goals.
- Contributed to team objectives in fast-paced environment.
- Contributed to event marketing, sales and brand promotion.

Education

2006-06
- 2008-04

Marketing & Systems, MBA/PGDM

Sri Venkateshwara University (SVU), Tirupati

2002-06
- 2006-04

Electronics & Instrumentation, B.Tech/B.E

Jawaharlal Nehru University (JNU), Chittoor