

RAMESH MR

SENIOR MANAGER SALES & MARKETING

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OBJECTIVE

Well Experienced & energetic Sales & Marketing Professional with 22 years of experience in Mechanical industrial Segment & effectively managing marketing projects from conception to completion.

Experienced in preparing and overseeing online and print marketing campaigns, resulting in an increase in partner relations for the company.

EXPERIENCE

November 2019 to till date

Senior Manager -Sales & Marketing

Kyungshin Industrial Motherson Pvt Limited

May 2011 to November 2019

National Sales Manager – Industrial Div

Bando (India) Pvt Ltd

Apr 2009 to July 2011

Sales Manager

Arya Sales Corporation

Aug 2008 to Apr 2009

Senior Engineer Sales

Arc Tech System Pvt Limited.

Dec 2006 to Aug 2009

Engineer Sales

Fenner India Limited

Sep 2005 to Dec 2006

Engineer Sales

Saketh Industrial House.

Aug 2000 to Sep 2005

Engineer – Production

Aradhya Steel Wires Pvt Ltd

EDUCATION

MBA – Marketing & Finance

Bengaluru

Karnataka

Diploma in Mechanical Engineering

Apr -1996 ~ Jun2000

KEY SKILLS

- Product Marketing
- New Project Management
- Budget planning
- Sales Planning
- Critical Thinking and problem solving
- Good communication skill
- Team building

AWARDS

- Leadership award
- Achiever of the year
- Achievement award for new product development

MY CAREER TIMELINE – (RECENT 4 POSITIONS)



Kyungshin Industrial Motherson Pvt Ltd is Tier I supplier for KIA Motors India & Hyundai Motors India

Key Responsibilities

- ✚ Maintaining good relationship with OEM customer and Tier II customers
- ✚ Developing and maintaining relationships with key decision makers and influencers within target OEM organizations
- ✚ Providing technical and commercial support to OEM customers, including product demonstrations and presentations.
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Managed a team of 20 sales and marketing professionals, providing guidance and support to achieve individual and team goal

Bando India Pvt Ltd -A Japanese MNC and producer of Rubber & PU Timing & V Belts in India. A Major OEM Supplier for two-wheeler and Four-wheeler Segment

- ✚ Providing technical and commercial support to OEM customers, including product demonstrations and presentations.
- ✚ Identified and maximized sales opportunities, and increased customer retention rates
- ✚ Specialized Sales professional in Channel sales, OEM Sales & B2B sales.

SIGNIFICANT ACCOMPLISHMENTS:

- ✓ Successfully implemented two new vehicle models for KIA
- ✓ Regulated all India Market for Industrial Timing belts, Industrial V Belts, Industrial VS Belts and many other range of products.
- ✓ Represented Bando India in Bando Global Sales meeting in Japan
- ✓ Represented Bando India in Bando Asian Sales Seminar in Indonesia, Thailand, Vietnam & Malaysia

LUNGAUGES KNOW:

- English – Very Good Command
- Hindi – Very Good Command
- Kannada– Very Good Command
- Telugu - Very Good Command
- Tamil – Good Working Command



PROFESSIONAL SKILLS:

- Demonstrating products
- Inventory management
- Event coordination
- Time management
- Social media management
- Proposal composition
- Price setting
- Data analysis
- Relationship building

PERSONAL DETAILS:

Date of Birth: 1st June 1979
Nationality: Indian