

Rineesh K P

21/3, Anugraha, SER Road, Madavara P.O,
Madanayakanahalli, Bangalore-562123

E- Mail : rineeshkp456@gmail.com

Phone +91 8905593359



Top-performing Sales & Marketing Engineer with more than 6 years of proven experience in delivering sales performance throughout marketing territory. Recognised companywide for excellence in building long term partnership throughout all client and corporate levels.

PROFESSIONAL EXPERIENCE

Exide Industries Ltd (Industrial), Bangalore

Senior Officer – Sales & Marketing (November 2017 till date)

- To set up dealer and distribution network for UPS battery sales in Karnataka Region
- Generating and implementing sales & marketing plans for boosting Sales
- Identifying and reacting to new business opportunities and developing schemes
- Meeting monthly and quarterly targets for sales growth and profitability
- Maintaining exciting, long-term relationship with customers
- Generating sales by providing superior customer service.
- Demonstrating products, services and solutions to potential client.

Achievements

- Best performance award for Q1 and Q2 in FY 2018-19
- Enhanced existing sales turnover by 30% per annum.
- Have satisfied customers according to their needs

Solid State Systems Pvt Ltd, Bangalore

Engineer –Sales & Marketing (March 2016 to November 2017)

- To setup dealer network in South India
- Prospect for potential new client and turn this into increased business
- Present new products and services and enhance existing relationship
- To approach new customers and retain existing customers.

KELTRON, Ahmedabad

Engineer – Marketing (September 2013 to March 2016)

- To setup dealer network in Gujarat.
- Generating enquiries for the company and converting them to direct customer & Dealers.
- Identify opportunities for strategic alliance and partnership.
- Preparation and submission of both manual Tender and e- tender.
- Designed and implemented sales plans, identified sale possibilities and consistently met the sales goals as planned.
- Provide updates on products and services to clients and company management.

Achievements

- Set up a strong dealer network in Gujarat.
- Developed many OEMs in Gujarat State
- Best performance award in 2013-14
- Enhanced existing sales turnover by 22% per annum.
- Have satisfied customers according to their needs

Keltron Component Complex Ltd , Kannur

Engineer Trainee (November 2012 to September 2013)

- Involved in the Design and development activities of Aluminum Electrolytic Capacitors and MPP capacitors.
- Formulation, Design, installation and Running process of the PU resin plant as per ISO :9000 standards.
- Continuously monitoring the performance of the plant, conducting root cause analysis if any deviation observed and providing the solution for the deviation.
- Manage inspection of incoming new materials and conduct material evaluation to determine acceptability based on purchase acceptance standard set by the company.
- Documenting and maintaining all the records and documents required as per ISO 9001:2008.

EDUCATIONAL QUALIFICATION

- Bachelors in Electronics And Communication Engineering from Shree Venkateshwara Hi-Tech Engineering College (Approved by AICTE, New Delhi and Affiliated to Anna university Chennai) 2008-2012

PERSONAL VITAE

Date of birth : 20th of August 1990
Languages known : English, Hindi, Kannada, Malayalam, Tamil
Permanent address : 21/3, Anugraha, SER road, Madavara (PO), Madanayakanahalli, Bangalore
Passport No : L9285169

DECLARATION:

I hereby declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

Place: Bangalore.

(Rineesh K P)