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FALCON ID # 5601

Oilfield Services / Business Development Manager - Client Servicing

Residential Country : India Nationality : India  
Resume Title : Operations & Business Development In Petroleum Or Fmcg Sectors Notice Period : 91 Days

## EDUCATION

Qualification	Institute / College /university	Year	Country
Diploma	India	0000	India

## CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Territory Sales Supervisor	Parle Products Limited		/1991	/1996
Assistant Sales Manager	Kodak India Limited		/1996	/2002
Sales Manager	Kinetic Engineering Limited		/2002	/2005
Senior Manager	Reliance Industries Limited		/2005	/0000

## ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

## Additional Skills :

**MAJOR STRENGTHS** Channel Management: Enable business growth by developing and managing a Network of Channel Partners across assigned territories. Monitor and troubleshoot Distribution network for smooth product movements and ensuring ready availability of products at all times. Guide and train Channel Partners to accomplish set revenue and business targets. Identify new market segments and tap profitable business opportunities. Evolve market segmentation & penetration strategies to achieve product wise targets. Business Development: Analyze business potential, conceptualize & execute strategies to drive sales, augment turnover and achieve the desired targets. Identify, qualify and pursue business opportunities through market surveys and mapping as per targeted plans as well as through lead generation. Monitor competitor activities and devise effective counter measures. Product Promotion: Ensure maximum brand visibility and capture optimum market shares. Develop and implement local sales promotions with focus on planning for all BTL activities like shop front activities, window display campaigns, POP drives, road shows, hoardings, wall paintings and effective execution of trade load offers. Ensure effective Merchandising and Product Displays to enhance product visibility and drive volumes. Team Management: Motivate, retain and develop sales teams to enhance performance through right direction of efforts, career development initiatives and efficient reporting mechanisms. Create an environment that sustains and encourages high performance, orient teams in optimizing their contribution levels. Retail Management: Identification of suitable sites in high potential trading areas. Managing supply chain, scheduling, logistics and transportation to evade stock outs. Staff selection, identification of training needs and arrange staff training programs. Ensuring statutory compliances at Retail Outlets. Commissioning of Retail Outlets. Retail Operations: Ensure implementation of value propositions to the customer. Ensure full compliance of all standard operating norms and statutory requirements. Ensure brand building through effective merchandising. Ensure full marketing/promotional support to the Outlets enabling them in achieving their full potential of sales. Managing Manning Norms, Shift Scheduling, Staff selection & training. Retail Outlet audits and follow-up of audits with corrective actions. Setting and enabling sales targets.

## Additional Information :

Accomplishments & Awards  
Awarded by Vice President Kodak India Limited for Excellent Performance for two consecutive years i.e. 1999-00 & 2000-01.   
Awarded by Vice President Asia Pacific Eastman Kodak Company for achieving highest sales in All India in the fiscal 1999-2000 at All India Annual Conference held at Bangkok in July 2000.   
Recipient of Champion Of Champions Award for achieving highest sales and best placement during new product launch in Parle Products Limited.