

MANOJ P P

Sales Officer



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SOCIAL MEDIA



Manojfobz



Manoj P P

PROFILE

Result oriented sales professional with over 4 years of professional experience in retail sales and marketing. In-depth knowledge of building materials and sales generation with a commitment to improving team quotas reaching meaningful goals. Able to work well under pressure.

EDUCATION

06.2015 - 03.2017	East west group of institutions, Bangalore MBA
06.2012 - 03.2015	Sree neelakanta GOVT. sanskrit college , pattambi BA Economics
06.2010 - 03.2012	G.G.H.S.S. Kumaranellur PLUS TWO (Commerce)
06.2009 - 03.2010	G.G.H.S.S. Kumaranellur SSLC

EXPERIENCE

06.2021 - present	JK Cement Ltd. Marketing Officer Roles And Responsibilities : Delivering on value and volume for geography Prepare plan to achieve the assigned business objectives for the depot on a monthly level and work towards achievement of targets as per budget Assist dealers in achieving their overall sales target through regular visits, scheme communication and timely service. Ensure the growth of core products along with new and focused products Analyze area level data to identify gaps and drive necessary Initiatives Explore and open new dealer counters to expand the overall sustainable sale potential in the area. Implement channel initiatives schemes and ensure control measures Track and solve dealer queries timely to maintain productive relationship Assist dealers in providing solution to his influencers as well as end consumers for any complaints or queries Implement marketing plans, new launches, promotion, pricing, product mix & distribution policies of the organization. Collecting receivables are per organizations norms and review of credit worthiness of business associates and timely review of the same. Rapport building with key influencers/stakeholders and providing them with technical knowhow. Leading a team of sales representatives to ensure achievement of business objectives. Motivating, guiding & coaching the direct reportees to build a high performance team.
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02.2019 - 06.2021

Rajshri Plastiwood

Senior Sales Officer

Roles and Responsibilities: Rajshri Plastiwood

- * To manage the present dealer network.
- * To visit government departments(central and state) and meet engineers to collect details about ongoing and upcoming projects.
- * To check whether the product specification is matching for our product in departments, if not make them convince to add our specification.
- * To meet the day to day requirements in terms of getting orders from the dealers as per assigned target.
- * Collecting payments and reducing outstanding.
- * To make monthly tour plan and visit dealers and departments as per the tour plan
- * Sending DWR daily working report to HO and updating project data base on regular intervals
- * To conduct and make arrangements for the dealer meets and as well as the department presentations to give paper knowledge of our products

10.2017 - 01.2019

Akzonobel India Ltd

Distributor sales officer (DSO)

achieving monthly target, meeting and setting dealer wise target plans, order taking, payment collection, maintaining good relation with existing customers and expansion of new channels and new dealers.

LANGUAGES

U.S. English



Malayalam



Hindi



Tamil



SKILLS

Good communication - written and oral skills

Excellent conceptual and analytical skills

Effective interpersonal skills

SOFTWARE SKILLS

Microsoft Word



Microsoft Office



Adobe Photoshop



Microsoft Powerpoint



PERSONALITY

Communicative

Punctuality

Creativity

Organized

HOBBY



Badminton



Swimming



Reading



Netflix

I agree to the processing of personal data provided in this document for realising the recruitment process pursuant to the Personal Data Protection Act of 10 May 2018 (Journal of Laws 2018, item 1000) and in agreement with Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation).