

## VENKATESH SAPPATTI

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### PROFESSIONAL PROFILE

Accomplished professional with a vision that drives revenue contributing to long-term financial goals and organizations profitability. Proven expertise in Trading, Export, Import, Inspection, Testing & Certification domain with diversified business profile of Sales and Marketing, Operations, Supply chain, Quality Control and Administration

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### KEY SKILLS

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| • Visionary Leadership          | • Strategic Alliance & Partnership |
| • P&L Management                | • Profit Centre Operations         |
| • Business Strategy & Execution | • Staff Training & Development     |
| • Cross-Functional Leadership   | • Contract Negotiations            |
| • High Stake Negotiations       | • Resource Optimization            |
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### PROFESSIONAL EXPERIENCE

**SENIOR MANAGER – SALES (NATIONAL)****COMMODITIES TRADE DIVISION (IGI),** FEBRUARY 2020 ONWARDS**BUSINESS DEVELOPMENT MANAGER - SAR,** APRIL 2019 –FEB 2020**INTERNATIONAL TRADE MANAGER – SOUTH,** JULY 2014 – APRIL 2019**GOVERNMENT SERVICES & INTERNATIONAL TRADE DIVISION****BUREAU VERITAS (INDIA) PVT LTD**

- Bureau Veritas is a Global Leader in Third Party Inspection, Testing & Certification for Over 190 years having worldwide presence across 140 countries
- Overseeing all aspects of the sales cycle, strategic planning, and forecasting of sales, developing structure and managing the PL and expenses
- Heading Marketing & Sales with Team from various service line that includes Coal, Metals & Minerals, Agricultural, Food, General Trade, Automotive etc.
- Created and drove sales and marketing initiatives to generate over 30% revenue growth quarter over quarter
- Integrated Salesforce CRM across Marketing & Sales, HR, Procurement, achieving 15X operational efficiency within 3 months of implementation
- Advanced in various executive leadership roles managing resources and promoting career growth; recognized for building high-performance teams
- Grew annual new accounts 100% by creating and executing a strategic plan during a critical restructuring and cost containment period.
- Providing superior customer service & account management by proactively contacting customers on a weekly basis to ensure 100% client satisfaction.
- Established performance budget for all sales divisions, analysed results, and provided feedback on a continual basis, to proactively improve top line revenue, as well as Gross Profit.
- Managing single largest Automotive Business of Tyre Inspection of ATG TYRE (Yokohama Group) that Contributes 8 Crore Revenue for 4 years with a team of 60 inspectors and 4 supervisors.
- Enjoying Leadership position in SPICES BOARD Business with 80% Market share
- Instrumental in Brand Building by signing Annual Contracts with Major Clients
- Brought All Major Banks Warehouse Audit business through Novel Strategy.

- Implemented a weekly meeting with 6 Regional heads to discuss goals, updates, and challenges, increasing productivity across departments by 20% YoY.
- Facilitated the opening of 300 new customer creation in 2022
- Reimagined business development strategy to include a 20% increase in sales
- Steered company through a complicated re-organization, resulting in a 75% increase in profits with minimal employee turnover
- Reduced the operating budget by 20% this year by utilizing video conferencing and web technologies to trim travel and training expenses and cut full-time employees (FTEs) by 10%. Leveraged lean management to improve document control, batch release, and deviation functions
- Improved cash flow & reduced DSO. Updated billing procedures that improved billing issuance and reduced the collection period of receivables by 50%.
- Strategic Business Handled:  
Coal: Tata Power, APGENCO, MAHAGENCO, Reliance, Adani, NTPC, ACC, IL&FS  
Metals & Minerals: Vedanta, NMDC, JSW, Tata Steel, JSPL, Hindustan Zinc  
Agri - Food: Louis Dryfus, Olam, Glencore, Bunge, Cargill, EID Parry Sugars  
Pepsico, ITC, Cavin kare, IFF, Plant Lipids, Synthite, Seafood Clients etc.  
Banks: HDFC, Axis, Kotak, Lakshmi Vilas, Karur Vysya, Federal Bank, IDBI etc.  
Govt Of India Projects: QCI, Spices Board, Nafed,  
Automotive: Hyundai, Mahindra, Good Year Tyre, ATG Tyres, Ford India, Sintex

**REGIONAL MANAGER—MARKETING (SOUTH), DECEMBER 2006 – JULY 2014**  
**GEO-CHEM LABORATORIES PVT LTD**

- The core activity of GEO-CHEM is Inspection & Testing of Agricultural products, Petroleum, Ores, Metals & Minerals Pharmaceuticals, Food and Dairy products,
- Escalated business from 10 million INR to 25 million INR in less than one year
- Established and Escalated Coal business from 2 million MT to 20 million MT per annum by adding all major Cement industries, Power plants, Sugar Industries, Sponge Iron plants, Mine owners and all Major Coal Traders
- Key Clients Handled: Tamilnadu Paper (TNPL), Tamilnadu Electricity (TNEB), Adani, Coal & Oil, Rudra Energy, OPG Power, Rawmet, Devendran Coal, ETA Star coal, Dalmia Cement, Gupta Coal, and Agrawal Coal etc.

**BRANCH MANAGER, DECEMBER 2001 - NOVEMBER 2006**

**DEPUTY MANAGER, DECEMBER 1993 – DECEMBER 2001**

**MITRA S. K. PVT LTD**

- Mitra S K offers complete range of services includes Inspection of Ores and Minerals, Sampling at various stages, Pre-shipment inspection, Supervision, Chemical Analysis & Consultancy
- Generated business close to 1 million USD with a 30% growth over previous year
- Appraised for recovering Outstanding pending more than 360 days.
- Increased the market share of the company from 35% to 60%
- Handled 60% Iron Ore Export from Vizag Port & 80% from Kakinada Port
- Key Clients Handled: TATA steel, SAIL, RINL, Rungta Mines, Essel Mining, FACOR, Navabharat Ferro Alloys, APMDC, Gimpex, BMM Ispat etc.

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**EDUCATION**

BACHELOR OF SCIENCE (CHEMISTRY)

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**PERMANENT ADDRESS**

VISAKHAPATNAM

ANDHRA PRADESH

INDIA