

Curriculum Vitae

Mutturaj K Lamani
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Profile

Superior proficiency in all areas of executive sales leadership—vision through strategies, tactical plans, compensation programs, communication protocols, and reporting structures.

Dynamic record of top performance in developing a sales force that is able to achieve aggressive goals and penetrate untapped markets.

Solid leadership competencies with expertise in the following: new business development and retention, profit and loss accountability, providing staffing support, budgeting and controlling costs and customer service.

SYNOPSIS

- I'm a motivated and enthusiastic worker with 8 years' experience in Sales and marketing. I who take pride in my work, thrive on challenges, work well under pressure and value teamwork.
- My professional aim is to work with other passionate people to provide quality services.
- An enterprising leader with strong analytical, problem solving & organisational abilities.

Summary: -

Make new clients to enhance the company's growth. Manage end-to-end client relationship including negotiation, contracting, billing, payment collection. Booking sales order & Negotiating with the clients on Rates, Consumption & Finalizing the deals. Building & Managing Strong Relationship with Client by Regular Follow up & Client Servicing. Responsible for the acquisition of new clients, Achieving sales target with the objective of increasing Market share of the company. Identifies business opportunities through cold calling and identifying prospects by evaluating their position in the industry through various professional networks. Contact prospects, arranging meetings and further developing relationship with prospects Acting as a contact between company and its existing potential markets. Negotiating the terms of an agreement and closing sales

Responsibilities

- Responsible for the acquisition of new clients, Achieving sales target with the objective of increasing Market share of the company.
- Building & Managing Strong Relationship with Client by Regular Follow up & Client Servicing.
- Ensure end to end client relationship management and servicing
- Will be responsible for achieving sales and revenue targets.
- Responsible to collect the payments within the credit period.
- Timely regional / branch reporting.
- Provide customers with quotations; negotiate the terms of an agreement and close sales.

Work Experience:

1. SLN Associates Team Leader (May2012toDec2014)
 - Generate Airtel Postpaid Leads from Tele callers and Allocate to Field Executive.
 - Submit Customer Documents Online for Physical Verification.
 - Reach Monthly Target given By Organization.

2. Bajaj Allianz General Insurance Co Ltd Virtual Sales Officer (Jan2015toJuly2019)
 - Recruit General Insurance Agents from Territory (RTO agents, Financial dealer, used car show room freelancer, Small Shops)
 - Train them and onboard them with business.

3. Reliance Jio Infocomm Ltd - Enterprises Sales Officer (Dec2019 to till date)
 - Visit Small medium enterprises account Generate leads for Lease line,Broad Band ,and Post paid sim connect
 - Provide better quotetion and Close the Sales
 - Achieve Business Targetevery month.

Core Competencies

~ Strategy Planning ~ Sales Operations ~ sales and Management, Profit & Loss ~ Business Development ~ Policies & Procedure Formulation ~ Sales & Marketing ~ Budgeting ~ Public Relations

Sales Productivity:

- Maintain a sense of urgency to drive revenue.
- Maintain proper and appropriate market focus
- Maintain a minimum of 90% direct sales & 10% administrative mix of time usage for self.
- Maintain 10:00 am – 4:00 pm as direct selling time.
- Maintain a minimum weekly solicitation level on qualification and solicitation of existing and new accounts.
- Ensure proper and prompt follow up on all sales opportunities

- Meet or exceed personal revenue consumed and revenue booking goals as outlined on the Weekly Sales.

Operations Management:

- Ensuring smooth operations and supervising all aspects of Sales management including marketing and meeting product standards and ensuring effective inventory planning for raw materials and spares, based on business requirements and utilisation forecasts.
- Coordinating manpower planning, requirement with immediate manager.
- Interfacing with other departments for requisitions, re-stocking and inventory according to set standards.

Team Management:

- Leading, mentoring & monitoring the performance of the team to ensure efficiency in process operations & meeting of individual & group targets.
- Creating & sustaining a dynamic environment that fosters development opportunities & motivates high performance amongst team members.

ACADEMIC QUALIFICATION:-

- SSLC
- PUC
- BCom

Personal_Skills:

- Ability to rapidly build relationship and set up trust.
- Confident and Determined
- Confident and hard working
- Excellent coordinating capability

Hobbies:

- Making friends, listening music & playing badminton

Declaration:

I do hereby declare that the above information is true to the best of my knowledge.

Place:

Date:

Mutturaj Lamani