

KUMAR AJITH. V. PATIL

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Seeking assignments in marketing, Sales & Business and branch Development with an organisation of repute.

Professional Profile

Around 27 years' experience in Consumer Durable Electronics & Insurance industry, Retail Management, and Customer Service in the financial and insurance sector. Keen customer centric orientation with excellent communication skills and ability to interact effectively with personnel at all levels.

Core Competencies

Sales

- Interact with potential clients in insurance and demit account for new business development and achievement of targets.
- Promotion sale through different promotional schemes including Exhibitions.
- Monitor the market response and convey the feedback to the senior managers.
- Provide direction & support to the team members.

General Management

- Conduct proactive Market research for competitor analysis and study of market pulse.
- Training & sensitizing Team members in effective customer handling skills.
- Management Reports to provide feedback to key decision-makers on customer reactions to Merchandising, servicing, impact of Visual Merchandising and other aspects of customer trends.

Career Highlights

JULY'15- till date with Care health insurance ltd as Sr. Branch Manager

- Recruiting of new manager, Agents, ADO's and developing them for health insurance business.
- Successfully attained preset sales target of MTD and YTD wise.
- Under take joint field work with agency managers and agents to present various health insurance plans and attainment of individual sales target
- Taking every day Meeting with managers to Attain day today targets.
- Interacting with potential clients and Agents having convincing skill to convert them.

SEPT'14- JULY'15 with Shriram properties ltd as Assistant manager.

- sales and marketing of flats to the customers at different projects.
- Participated in real Estate properties Expo to sell flats and attain sales target.

JULY'11- AUG'14 with cholamandalam general insurance co ltd as agency manager.

- Recruitment of new agents and developing them for motor, health and non-motor insurance business.
- Under take joint field work with agents to demonstrate profession sales and to attainment
- Of individual sales targets.

DEC'06 – June '11 with Kundan Electronics(Consumer Durable Showrooms) as sales manager.

- Distinction in managing the sales of branded consumer electronics such as Onida, BPL, sharp, Philips etc, Micro Wave, Mixes, Iron Boxes, Vacuum Cleaners, Hair dryers, Mobile Phones etc.
- Recognised for outstanding & achieving the pre-set sales targets.
- Undertake joint fieldwork to demonstrate Professional Sales Etiquette Attainment of individual sales targets.

Aug'03 – MARCH'05 with International Traders (Middle East) Ltd, Dubai as Sr. Sales Executive

- Distinction in visiting UAE for attaining orders from the dealers of consumer electronics.
- Successfully attained the pre set sales targets.
- Attended various seminars organised by the company entailing newly launched products.
- Actively participated in annual Dubai Sale festival (DSF) and in Gitex.
- Exclusively marketed and achieved the sales target of premier and Minolta cameras in UAE.

Dec'00- July'03 With Uday Home World Ltd Bangalore as showroom Sales Incharge.

- Successfully appointed efficient dealers for Voltage Stabilizer all over Bangalore.
- Expertise in managing documents of all the branches.
- Interfaced with key clients I,e. ICICI Bank Ltd, GE Countrywide consumer Financial Ltd etc.
- Actively participated in all consumer durable Exhibition Bangalore regularly during my tenure in the Company.

Sept' 97 – Nov'00 with GE countrywide consumer durables financial services Ltd as sales executive.

- Facilitated as in charge of several consumer durable showrooms thereby ensuring optimum Business growth.
- Pivotal in interfacing with key dealers for repayment process from the financial institutions
- Recognised for outstanding dedication & achieving the pre-set targets.
- Successfully handled & executed the New Year consumer durables financial Sales Project.
- Distinction in managing the sales of branded consumer electronics and white goods such as Sony, Samsung, LG, Onida etc.
- Instrumental in conducting institutional sales in commercial and industrial sector.

Education

- ◆ **Bachelor's Degree in Arts from Bangalore University from 1992 to 1996.**

IT Skills: Well Conversant with Internet

Personal Details

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Bangalore-560032, INDIA

Date of Birth: 10th Nov'72

