

KK SWAMY

MOBILE : 9985704754

Flat No.204

High Land Apartment

Pragathi Nagar

Hyderabad – 500090

Objective

As a self-motivated, self-driven individual, I am seeking a challenging position where I can leverage my functional skills thereby adding value to the company.

Educational Details:

BSc Computer Science from JCNRM Degree College, Tadipatri

MPC from SVR Junior College, Tadipatri

SSC from Sri Prakasam Municipal High School, Tadipatri

Achievements:

- (i) At LOT Mobiles used to be always in TOP 3 and received Best ASM award during festive season for several times
- (ii) Received No.1 Dist. Sales Manager from South region in Home Credit India Pvt. Ltd.
- (iii) Won Best Team Award winner in Home Credit India Pvt. Ltd.
- (iv) Top performer award winner in two wheeler sales at Abhinandan Bajaj.
- (v) Always used to be in Top 10 stores in Big C Mobiles.
- (vi) Stood in Top 10 in Pan India and won Best Business Performer in ICICI Lombard.

Present Experience Details

Abhinandan Bajaj, Hyderabad.

Duration : Dec 2021 to Till Date

ROLE : REGIONAL SALES MANAGER

Roles & Responsibilities

- Driving the sales from show rooms in the region (Hyd and Upcountry)
- Tracking the Individual performance of all stores in my region
- Visit to each and every show room and also near by market to observe the things
- Conducting of Concalls on daily basis with the show room managers
- Checking of Customer Step In and Ads Registers at each store during visiting time
- Conducting of weekly review meetings with managers and monthly review meeting with all show room staff
- Planning of activities in various locations

Previous Experience Details

LOT Mobiles Pvt. Ltd., Hyderabad

Duration : Nov 2017 to Nov 2021

ROLE : AREA SALES MANAGER

Roles & Responsibilities

- Handling around 20 outlets with a team of 100 sales persons
- Responsible majorly for Sales and if required need to provide service to customers on priority
- Motivating the team to achieve Day / Month Sales targets assigned to stores
- Sharing and discussing business reports on daily basis to aware them
- Visiting of all stores in my region on regular basis to know the ground level gaps and inputs to overcome those to improve the business
- Taking challenge to improve low productivity stores to increase the sale by doing activities at the store level
- Conducting of meeting on regular basis with all store managers, executives including promoters, finance executives to strengthen the relation among them to do team work for better results
- Providing of training regarding offers / new products to store team

Indus Ind Bank, Hyderabad.

Duration : Nov 2016 to Nov 2017

ROLE : BRANCH MANAGER

Roles & Responsibilities

- Handling of 4 Marketing Officers
- Handling of 12 Sales Officers & 15 Collection Executives
- Responsible of 2 wheeler sales and collection of entire cluster
- Conducting of concall to motivate the team to achieve Day / Month targets □
Visiting of show rooms on regular basis and meeting with the dealers
- Handling 12 dealers with 12 counters.
- Conducting of review meeting with MOs, SOs and CLAs.
- Preparation of MIS reports, Weekly and Monthly review reports

Home Credit India Finance , Hyderabad.

Duration : May 2015 to Nov 2016

ROLE : DIST. SALES MANAGER

Roles & Responsibilities

- Responsible for sales of assigned cluster
- Conducting of gate meeting on every day morning to discuss on business
- Store visits on daily basis without fail
- Performance data of the individual executive / stores
- Observation of entire sales track of the executives on day basis
- Interaction with the dealers on regular basis and taking feedback from them
- Handling Team of 20 sales associates □ Handling 18 dealers with 18 outlets.
- Preparing MIS reports to provide feedback to top management on business operation.
- Review FSTPD and take appropriate actions to keep under directed levels.

Big C Mobiles Pvt. Ltd., Hyderabad.

Duration : March 2011 to Jan 2014

ROLE : SHOW ROOM MANAGER

Roles & Responsibilities

- Conducting of gate meeting daily in the show room without fail
- Responsible for entire sales and stock of the show room
- Motivating the team to achieve Day / Month targets
- Tracking the sale of entire store and 12 individual executives
- Handling of promoters and maintaining their sale as per brand
- Providing service to customer during the time of post sale

Abhinandan Bajaj, Hyderabad.

ROLE : TEAM LEADER

Duration : July 2009 to March 2011

Roles & Responsibilities

- Monitoring the sales executives and reporting to manager
- Tracking every day the sale of show room and also executives
- Designing of tent and canopy activities on regular basis in various places
- Checking of registers like attendance, cold calling customer data and paper add registers on every day.
- Observation on competitor activities like schemes and paper adds

ICICI Lombard GIC, Hyderabad.

Duration : Jan 2007 to July 2009

ROLE : SALES OFFICER

Roles & Responsibilities

- Follow up the customer data base to do business
- Calling the customer to fix the appointment
- Explanation of benefits to customer for selling of our product
- Providing of service to the customers

Strengths

Personal : Sincere, Committed & Flexible.

Professional : Good Communication Skills.

Additional Skills

- ✦ Fluent in Telugu, English and Hindi.
- ✦ Hobbies watching tv and playing cricket.
- ✦ Listening to melodious music.

Personal Details:

Name: Kasula. Kullai Swamy

Father's Name: Kasula. Peddi Reddy

Date of Birth: 14/05/1982

Marital Status : Married

Wife : Y Nanda Bhargavi

Occupation : Officer, Telangana Grameena Bank, Nerella Village, Jagtial.

Present Address : Flat No.204, High Land Apartment, Pragathi Nagar, Hyderabad.

Permanent Address: #8/762-4 Sivalayam Steet, Tadipatri (Anantapur Dist).

Email Id: balu.kks@gmail.com

Date:

Place:

(KK SWAMY)