**CH. BHARATH KUMAR**

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**CAREER OBJECTIVE:**

To give in and contribute the skills and education that I have acquired into a challenging and tough sales situation in order to achieve the desired result. Seeking a quality environment where my knowledge and skills can be enriched. Willing to work on missions with critical nature. Willing to relocate and travel.

**PROFESSIONAL**

1. Working as a Area Sales Manager **in Arti Chemical Industries** since January 2020 to Present and am entrusted with responsibilities**:**
* Arti Chemical Industries is Manufacturer of PVC Chemicals like One Pack Stabilisers which is Lead base and Lead free, Lubricants like Stearic Acid, Paraffin Wax, PE Wax and also Lead base Commodity stabilisers DBLS, TBLS, LS, DBLP, DBL Phosphate etc.
* I am Based out of Hyderabad and taking care of entire South India states like AP, Telangana, Tamilnadu, Karnataka, Kerala etc.
* My Major customers are all PVC Pipe Industries, PVC Profile, PVC Cable Industries
1. Worked as a Sales Manager **in Gopani Product Systems** since December 2018 to October 2019 and am entrusted with responsibilities**:**
* Gopani Product Systems is a manufacturer of Pre Filter Cartridges and Filter Housings like SS UPVC and PP etc
* I am taking care of entire Andhra Pradesh and Telangana
* Products like Pre Filter Cartridges, Housings etc
* My Major Customers are Water Health, Pennar, Dealers in Ranigunj, FFF, Jocil, Water Life, Tata Projects etc.
1. Worked as a Senior Marketing Officer **in Jocil Ltd (Subsidary of Andhra Sugars)** since November-2017 to November-2018 and am entrusted with responsibilities**:**
* Jocil is a company manufacturers of Oleo Chemicals like Stearic Acid Palmitic Acid Glycerine and Soap Noodles
* Handling of C&fs all over India
* Taking care of Customers enquiries like sending quotes and negotiation of pricing
* Taking care of despatches of material to customers
* Production and sales planning regularly
1. Worked as a Territory Sales Manager in Merck Millipore since August-2012 to August-2016 and am entrusted with responsibilities**:**
* Liable for budget volume, marketing and promotions of the whole range of Glasswares,Water testing equipment and Kits, Lab Equipment like pH Meters, Conductivity Meters etc.
* Segment of Customers: Research Institutes, Bulk Drug Companies, Cement Industries, Steel Industries, Universities and Private testing Labs etc.
* Generating a Product Demand and getting the enquiries and converting them into orders
1. Worked as a Sales Representative in Thermo Fisher Scientific since June 2007 to August-2012 and am entrusted with responsibilities**:**
* Liable for budget volume, marketing and promotions of the whole range of FisherScientific products like Chemicals,Consumables like Plastic Ware, Filteration Products and Lab Equipments
* Arrange and represent trade reviews for main accounts
* Expand and control both fresh and existing accounts
* Segment of Customers: Research Institutes, Bulk Drug Companies, Cement Industries, Steel Industries, Universities and Private testing Labs etc.
* Generating a Product Demand and getting the enquiries and converting them

 **PROFESSIONAL AND ACADEMIC QUALIFICATION**:

* Bachelor of Science from Andhra University, Visakhapatnam – 2006.
* Post Graduate Diploma in Business Management from University of Hyderabad, Hyderabad – 2010-

**IT ETIQUEITTE:**

* Operating Systems : Windows 2007, XP
* Knowledge of MS-Office Suite.
* Installations of all types, including all Microsoft Products.

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**PERSONALITY TRAITS:**

* Sincere, Punctual, Co-operative and Versatile
* High degree of confidence, positive attitude, good team spirit and hard working capability
* Easily adaptable to changing work environment

**PERSONAL DETAILS**:

 Father’s Name : Mr. Ch V R Prasad

 Date of Birth : 02nd January 1986

 Gender : Male

 Marital Status : Single

 Nationality : Indian

 Languages known : Telugu, Hindi & English

 Area of Interest : Reading, Watching Sports,Debates

**Declaration**

I hereby declared that all the above details are true and correct to the best of my knowledge.

**Date:** …………….

**Place**: Hyderabad **(Bharath Kumar)**