

Anand RH

Asst Manager – Sales & Marketing -----

SUMMARY

Dedicated and results-oriented Assistant Manager in Sales and Marketing with a passion for driving business growth and enhancing brand visibility. Seeking to leverage proven leadership skills, strategic acumen, and market insights to propel organizational success. Committed to fostering collaborative environments and implementing innovative strategies to exceed targets and elevate the company's market position.

Work Experience

Asst Manager – Sales & Marketing

CANARES AUTOMATION PVT LTD | BANGALORE 2024 Present

- Managed a high value project of worth 97lakh, successfully delivering the project within the budget and time constraints ensuring client satisfaction.
- Led a team of professionals by implementing strategic project management methods to optimize resource utilization and mitigate risks, resulting in seamless project execution.
- Effectively offering dealership opportunities to new individuals to bring them onboard and promote the brand across India
- Monitoring the performance of new dealers and conducting training sessions.
- Handling demo of the product at client site across India.
- Coordinated and managed multiple machine tool and automation expo, from stall design and planning to create a working expo model.
- Handling inquiries, establishing customer contacts and relationships, collecting data from customers to understand their requirement to define project scope
- Collaborated with cross-functional teams, including designers, manufacturing team, and stakeholders, to define project scope, objectives, and deliverables
- Acted as the primary point of contact for clients, addressing inquiries, providing project updates, and managing client expectations
- Conducted regular status meetings with team members to review project milestones, identify bottlenecks, and implement corrective actions
- Managed project documentation, including contracts, change orders, and technical specifications, ensuring accuracy and compliance
- Collaborated with the procurement team to source and acquire necessary project resources, materials, and equipment
- Conducted research to identify industry best practices and incorporate innovative approaches into project management processes

Operations Manager

Gokul Plastics | Bangalore 2021-2023

- Building a good relationship with suppliers and managers of industries, dealers in order to bring them onboard by providing on time services and quick response.
- Negotiate with prices accordingly by considering the market price fluctuations.
- Providing end to end logistical support for the suppliers.
- Building a good relationship with the employees to achieve quality production.
- Building a good relationship with customer, know their needs and deliver the same.

Intern – Project Management

TE Connectivity | Bangalore 2015-2016

- Design and development of 5 SPM machines for In House Manufacturing.
- Collaborated with the design team to source and procure necessary materials and equipment.

- Established and maintained new vendor resources required for the project.
- Refurbishment of 3 outdated machines to new applications.

Education

- BE - Reva University (MECHANICAL ENGINEERING) 2020 - CGPA 70%.
- Diploma - Government tool room and training center (MECHATRONICS) 2016 - CGPA 70%
- 10th - Karnataka secondary Examination Board 2011 - PERCENTAGE 72.96%

Skills

- Strong problem-solving
- Project management
- Interpersonal Skills
- Communication
- Collaboration
- Leadership
- Critical thinking
- Time management

Technical Skills

- Microsoft Office
- Solid works
- Auto Cad

Contact

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