

JANAPAREDDY SRINIVASA RAO

Sales and Marketing Professional

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📧 What's up

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📍 Visakhapatnam 530029



SUMMARY

I am an accomplished sales and marketing professional with over 14 years of experience. Throughout my career, I have advanced from Sales Consultant to Sales Head, demonstrating a consistent ability to drive sales performance, manage teams, and deliver exceptional customer service. I am passionate about developing effective marketing strategies and maintaining high standards of team management. I seek new opportunities that present challenges and allow me to contribute meaningfully to company success

EXPERIENCE

Sr. Sales Consultant

Avnash Automobiles Pvt Ltd

📅 11/2007 - 06/2012

Maruti Suzuki India Ltd, Authorised Dealer

- Field sales, product demonstration, lead generation, close the leads

Team Leader

Neon Motors Pvt Ltd

📅 10/2012 - 04/2016

Mahindra & Mahindra, Authorised Dealer

- Team management and marketing and customer service

Assistant Manager

Automotive Manufacturing Pvt Ltd

📅 04/2016 - 03/2021

Mahindra & Mahindra, Authorised Dealer

- Marketing activities and customer care department, team review and customer concerns resolve

STRENGTHS



Skills

CRM process and Finance process, DMS operations, Product knowledge, Target oriented knowledge overall sales process

KEY ACHIEVEMENTS



Best State Sales Expert

Best State Sales Expert award taken by Maruti Suzuki India Ltd in 2010



Best Performance Award

Best performance award taken by Mahindra premiere league in 2015

SKILLS

CRM

Microsoft Office

Gmail

INTERESTS



Hobbies

Travelling and visiting historical temples



EXPERIENCE

Sales Manager

Neon Motors Pvt Ltd

05/2021 - 06/2022

Mahindra & Mahindra, Authorised Dealer

- Stock Monitoring, daily and weekly, monthly review team performance, and train the product knowledge, overall sales closing

Business Development Manager

SURI ENGINEERS Pvt Ltd

08/2022 - 08/2024 HYD

Rice Mill Machinery Manufacturers, Industrial equipment

- Monitoring 3 districts distributors and dealers and team, spares and customer service project management

Sales Head

Savera Motors Pvt Ltd

10/2024 - 05/2025

Royal Enfield India Ltd, Authorised Dealer

- Maintain overall group Branches and marketing, customer service and team management, Maintain as per company policies and brand promotions

EDUCATION

B. COM

ANDHRA UNIVERSITY

06/2003 - 07/2006

LANGUAGES

Telugu

Native



English

Proficient



Hindi

Advanced

