

Tokala Haribabu

Mancheral, Telangana 504208

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Willing to relocate to: Mancheral, Telangana - Karimnagar, Telangana - Ramagundam, Telangana

Willing to relocate: Anywhere

Personal Details

Date of Birth: 1978-02-06

Highest Career Level: 5+ years experience

Industry: Sales

Total years of experience: 20

Work Experience

Senior Sales Executive

Select Automotives-Karimnagar, Telangana

Full-time

0-15 days notice period

August 2024 to Present

Dealing with sales of 3 tonner to 15 tonner range commercial vehicles TATA make,,,connecting with all FMGC,all merchancts,& individual and retail customers ,,handling after sales too, customer satisfaction

B2B sales manager

POTLAM, retail concept private limited-Mancheral, Telangana

Full-time

November 2023 to March 2024

Expanding the market area , according to market share, collaborating with sales team

Business Manager

Vardhan transport-Chandrapur, Maharashtra

January 2021 to September 2023

Managed all fleet , trucks trips day day through adminstrative team , achieved good profit for company. organised meetings with managers of cement companies, power projects, bricks industry owners, lorry associations for smooth businesses on going.

Manager

BPCL lubricants, Omsaivyshnavi enterprises. spares lubricants Agencies

September 2018 to April 2020

Expanded the market area, oversaw the spares , sevice, lubricants, & finance sections, due to covid company closed

Insurance Advisor

Bajaj Allianz general insurance & life insurance-Mancherial, Telangana
May 2017 to 2018
Achieved good targets

Assistant Sales Manager

Honda car , pride honda
May 2016 to May 2017

Collabrated with sales team and expanded the sales to other districts.

Senior Sales Executive

Automotive Manufacturers Pvt. Ltd-Adilabad, Telangana
July 2005 to March 2016

Achieved good targets in sales. of All product range of Mahindra & Mahindra LCV & passenger car scorio, bolero range, had set a new record of sales M&M sales (24 per month) in 2006 october. As Automotive Manufactures Pvt Ltd is dealer for Ashokleyand HCV aslo so shifted to HCV sales @ 2008 to 2016. oversaw the sales and service @ rural area, achieved new launching product sale(12 tyre & 14 tyre HCV) . at rural markets.

Command area supervisor

Mahi Bajaj Bajaj dealer-Mancherial
December 2002 to June 2005

Organised the sales to all command area(Market area) rural and urban, oversaw sub dealer appointments in Market area.

Relationship Officer

TATA Celluar-Hyderabad , lateefkhan estate
December 2001 to November 2002

Maintained customer satisfaction regarding sevice issue , @incoming , outgoing charges, sim activation delay etc

Sales Representative

ITC Limited-Mancherial, Telangana
August 2000 to July 2001

Created new market area for new launching of new FMGC food consumer products from ITC brand , like Candyman chocolate, biscuits etc

Education

Bachelor's degree in Commerce

Kakatiya University - Warangal, Telangana
July 1996 to April 2000

Computer Sciences & engineering

Intermidate Board of intermediate - Telangana
June 1993 to March 1995

Computer Science

June 1993 to August 1994

10th Pass

Warangal Central public school - Warangal, Telangana

SSC | English medium

Passing year: 1993 | Scored: 59

Skills / IT Skills

- Computer skills (3 years)
- Hindi
- Telugu
- Sales (10+ years)
- B2B Marketing (1 year)
- Native
- Organisational skills
- Communication skills
- Management (5 years)
- Fluent
- Negotiation
- English
- Customer service
- Leadership (6 years)
- Driving
- Marketing (10+ years)
- Microsoft Excel (1 year)
- Business development (5 years)