

Assistant General Manager- Sales & Marketing

Industry: Building Materials – TMT Steel Rods, Bath Fittings, Sanitary wares etc.

SUCINDRA KUMAR. K

Mobile: 99441 78668

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1. Pulkit Metals Pvt Ltd – Tmt Steel Rods November 2023 – May 2025

Designation : AGM - Sales & Marketing

Period : November 2023 – May 2025

Markets Handled : Coimbatore, Tirupur & Nilgiris Districts

Product : TMT Steel Rods

Business Turnover : 800 tons per month; 5 crores per month

Team size : 10 Sales Colleagues & 4 Office Staffs handled

Profile : Started & handled company's godown operations & Dealers.

2. Tulsyan Nec Ltd (Tmt Steel Rods)

Designation : Regional Sales Manager

Period : September 2022 – September 2023

Markets Handled : Coimbatore to Hosur Markets

Product : TMT Steel Rods

Business Turnover : 500 Tons per month; 3 crores per month

Team size : 8 colleagues handled

Profile : Dealers, Projects, Govt. Institutions

3. Prism Johnson Ltd - Tiles

Designation : Senior Manager - Sales

Period : May 2018 - August 2022

Markets Handled : Tamil Nadu complete state.

Product : Johnson Floor & Wall Tiles

Business Turnover : 5 crores per month

Team size : 25 colleagues handled

Profile : Dealer Sales, Project Sales, Key Accounts Management, Architects & Builders.

4. Jaquar & Company Pvt Ltd., Bathroom Fittings & Sanitaryware., Jaquar / Artize / Essco

Designation : Sr Manager - Sales

Period : July 2010 - April 2018

Market Handled : Tamil Nadu up-country (Other than Chennai Territory)

Products : Faucets, Sanitary wares, Cisterns, Shower Enclosures, Wellness, Water Heaters

Brands : Artize (Luxury)
Jaquar (Premium)
Essco (Value for Money)

Business Turnover : 60 crores per annum

Team size : 25 colleagues handled

Profile : Distributor Management, Channel Sales Management, Project Sales, Government and Institutional Sales (GIS), Business Development, Architects & Builders, Customer Care.

Channel size : 3 Distributors, 75 Dealers (Showrooms) - 25 Exclusive Company Showrooms.

5. Bell Ceramics Ltd., - Floor & Wall Tiles

Designation : Senior Marketing Officer
Duration : June 2008 - June 2010.
Product : Ceramic Tiles
Profile : Handled Company's Warehouse, Dealers, Sub dealers & Projects.

6.Regency Ceramics Ltd., - Floor Tiles

Designation : Senior Marketing Officer
Duration : June 2003 - May 2008
Product : Ceramic Tiles
Profile : Handled Company's Warehouse, Dealers, Sub dealers & Projects.

7. Larsen & Toubro., - Cement Division

Designation : Sales Officer
Duration : June 1999 - May 2003
Product : Cement
Profile : Handled Company's Warehouse, Dealers, Sub dealers & Projects.

Education

Degree	Name of the College / University	Period
M.B. A Marketing (Full-time)	N.M.S.S.V. N College Madurai Kamaraj University Madurai	1997-1999
M.A. Sociology (Full-time)	Madurai College, Madurai Kamaraj University, Madurai	1995-1997
B.A. Economics (Full-time)	N.M.S.S.V. N College Madurai Kamaraj University Madurai	1992-1995

Personal Details

Father's Name : Mr. Krishna Samy S
Marital Status : Married
Birthday : December 29, 1973 (51 years)
Nationality : Indian
Gender : Male
Address : A-4, S.P. Nagar, Phase-2, Koundampalayam Road,
Edayarpalayam, Coimbatore - 641 025,
Tamil Nadu

Declaration

I, Sucindra Kumar K, hereby declare that the information contained here is true and correct to the best of my knowledge and belief.

Sucindra Kumar K