## CURRICULUM VITAE

## 

**MOHAMMED VASEEM.K**

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**Opp to CMC depot**

**Balajinagar**

**Bangalore**

**560029**

**Mobile: +**91 8310137716

**Objective:**

Organized and motivated employee able to apply my analytical and collaborating skills in various environments seeking a position of Business developer or Channel business. “I AM AMBITIOUS HARD WORKING AND WANT FIND A COMPANY THAT I CAN GROW WITH THEM AS I ACHIVE YOUR GOAL”

To become a successful professional in the field of “BUSINESS DEVELOPMENT OR CHANNEL MANAGEMENT” and to work in marketing and competitive world or any given job

# JOB PROFILE

I AM MOHAMMED VASEEM presently working as channel development manager (Area manager) in bull machines pvt ltd in tractor implement(loader and backhoe) as in-charge or area manager for Karnataka and goa region my work include appointment of dealer, managing dealer activity, dealer demo, primary sales, secondary sales, distribution sales, handling subsidy , intuitional, appointment of new dealer ,direct marketing, tractor guidance sales demo activity through dealer, field activity to generate leads and business with the help of tractor dealer in tractor segment as well in Agri implement sector and collaborating with tractor industry to generate business

**Work Experience:**

* eight Years of experience in sales and channel development and dealer management
* Currently working as channel development manager in charge of Karnataka sept 2016 to till date in bull machine pvt ltd
* Worked as sales manager in Kisan Kraft machine tools Pvt Ltd from jan 2014 to aug 2016
* Worked as BDE for Mann Hummel since march 2012till jan2014 as third party role
* Two years as assistant manager at prop advisor, Bangalore from 2010 to march 2012
* **Roles and responsibilities: -**
* **Bull machine pvt ltd:-**
* field sales, handling b2b marketing, quotation, govt tenders, subsidy sales generating
* business lead, appointment of new distribution, channel sale, collection, sales engineer, dealer sales, demo activity, handling team, dealer sales, dealer activity,subsidy approval, agri dept work
* Have very good knowledge of material handling equipment to paper industry, subsidy sales, agri dept sales construction, coir, query industry, saw industry, rice mill, bio fuels, brick industry ,tyre, coal, according to the requirement
* **Kisan kraft machine tools pvt ltd** :-
* Worked as an sales manager in Kisan kraft machine tools pvt ltd in charge of south Karnataka where I used to handle dealer sales appointment of new dealer, demo activity, sales, channel sales, agri dept sales

MANN HUMMEL SILTERS PVT LTD BANGLORE:-

* Worked as ” BUSINESS DEVELOPMENT EXECTIVE IN MANN HUMMEL SILTERS PVT LTD BANGLORE” in this I used to promote Mann Hummel filters to costumer on daily basis role in this job is channel sales, direct marketing, appointment of new dealers, generating new leads with new costumers, retain the old costumers, on given day in the field
* As well as I have worked as a assistance manager in prop advisor realtor in Bangalore here I used deal with real estate which deals with rental as well as commercial agreement

I have work experience costumer support voice in domestic and international process

**KEY SKILL**

* B2b,b2c sales, Direct marketing, business development, lead generation,
* Sales engineer, OEM sales, automobiles, channel sales, distribution sales, agri dept
* field sales, handling b2b marketing, quotation, govt tenders, subsidy sales generating

business lead, appointment of new distribution, channel sale, collection, sales

engineer, dealer sales, demo activity, handling team, dealer sales, dealer activity with exceptional strong work Fast learner ethic

* Ability to work independently as well as team work under high pressure

Planning, organization and time management skill

Responsible ,enthusiastic towards work and completing the target

Responsible for dealer appointment and there sales, along with distributor sales

# Technical Skills:

* **Operating System** : Windows XP/7., social media,xcel,qutation,
* CNC MACHINE PROGRAMMING
* SOLID EDGE
* LATHE AND TURNING, WELDING, FORGING, CAST AND DYE MAKING

**Academic Profile:**

* **Diploma in Mechanical Engineering with 70%,** in S.K.I. Polytechnic. B,lore
* **SSLC,** ST.Annes High School, Mulbagal, (50%)

**Personal Profile:**

* Date of Birth : 20-04-1983
* Sex : Male.
* Nationality : Indian.
* Languages Known : English, Urdu, Kannada, Hindi, Telugu
* Address for Communication : Nangali (P),Mulbagal (T),

Kolar (D)- 563132

I hereby declare that the particulars furnished above are true and correct to the best of my knowledge and belief.

**Place: Bangalore (Mohammed Vaseem)**

**Date: 19/04/2021**