



SRINIVAS NANDARAM

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PROFESSIONAL SUMMARY

Results-driven Area Sales Manager with Five years of experience leading high-performing sales teams and driving revenue growth across Hyderabad region(secunderabad1 &2belts,Ameerpet,kukatpally belts), Nizamabad and Warangal. Proven ability to develop and execute strategic sales plans, manage key accounts, and build long-lasting client relationships. Skilled in market analysis, team leadership, and achieving sales targets through innovative approaches and effective communication. Adept at mentoring teams, streamlining operations, and consistently exceeding KPIs. Committed to delivering exceptional customer satisfaction and fostering sustainable business growth.

WORK HISTORY (8/2024-12/2024)

CORAL (ENTAIN GROUP) – CUSTOMER SERVICE MANAGER

HAMPTON HILL, City of London

- Used Omnia software to transfer collected data to company databases daily.
- Delivered exceptional customer service, fostering a welcoming environment to retain and attract customers.
- Promoted company products and services to maximize profitability and meet sales targets.
- Ensured compliance with company policies and industry regulations, maintaining a high standard of integrity and accountability.
- Monitored and managed shop performance, identifying areas for improvement and implementing effective solutions.
- Trained and mentored new team members, enhancing staff performance and morale.
- Resolved customer complaints and inquiries promptly, ensuring satisfaction and loyalty.
- Maintained accurate financial records, including cash handling, stock management, and daily reporting.
- Organized promotional events and campaigns to drive customer engagement and sales growth.
- Ensured a clean, safe, and organized shop environment, adhering to health and safety regulations.
- Completed purchases with cash, credit and debit payment methods, providing customer receipts for reference.

STORE MANAGER, 12/2021 -07 /2024
GETIR, Surbiton, Kingston upon Thames

- Delivered excellent service, greeting customers warmly and delivering faultless assistance throughout store visits.
- Trained new staff on store procedures and policies, developing knowledgeable, confident teams.
- Completed opening and closing procedures each day.
- Built loyal customer bases by delivering excellent service and ensuring availability of in-demand products.
- Ensured visually appealing, effective product displays using proven experience in visual merchandising.
- Oversaw inventory tracking, management and counts, maintaining accurate stock records.
- Monitored stock levels and wrote timely order supply requests to replenish merchandise.
- Recruited and trained motivated, hard-working staff for new stores.
- Stocked and restocked inventory upon delivery receipt, maintaining accurate supply records.

AREA BUSINESS MANAGER, 11/2019 - 09/2021

CADILA PHARMACUETICALS LTD, HYDERABAD, INDIA

- Ensured business continuity by maintaining budgetary control, promptly resolving profit and loss variances.
- Monitored and evaluated teams, identifying and targeting opportunities for improvement.
- Tracked KPIs to drive profitability and target delivery.
- Implemented diversity, equity and inclusion initiatives to boost employee engagement and retention.
- Facilitated company restructures to boost team productivity.
- Managed performance appraisal systems and policies.
- Hosted welcome events for new hires to build company culture.
- Facilitated new hire on-boarding programme by scheduling training initiatives.

Area Sales Manager, MACLEODS PHARMACUETICALS LTD

(2017– 2019)

- Holding and driving people for accountability. And breaking sales objectives into task
- Monitoring and doing course correction (Strategy Implementation, Customer list Validation, Sales progression, Competency development).
- Induction to new joiners, Sales management, Stockiest Management at Stockiest/C&F.
- Maintain the hygiene of the sales in each territory (target v/s secondary, complete product mix sales, check the sales expense ratio for each territory, goods return, expiry, breakage)
- Implementing a sales management process to assist the sales team in identifying and prioritizing key customers and prospects.
- Utilizing outbound telephone calls, email communications, and face-to-face meetings with customers to close sales
- Traveling to potential and existing customers within an assigned sales area to present company offerings and build brand awareness.
- Identifying the training need for each team member and developing capability of the people

MEDICAL SALES REPRESENTATIVE, MACLEODS PHARMACUETICALS LTD.

(2017– 2019)

- Promoted pharmaceutical and healthcare products to doctors, hospitals, and pharmacies, resulting in increased product awareness and sales.
- Achieved sales targets consistently through strategic planning and effective customer relationship management.
- Conducted regular visits and presentations to healthcare professionals to demonstrate product benefits and ensure brand loyalty.
- Analysed market trends and competitor activities to develop and implement effective sales strategies.
- Maintained detailed records of daily sales activities and provided reports to management for performance tracking.
- Delivered product training sessions to healthcare providers.
- Ensured compliance with medical regulations and ethical guidelines during all promotional activities.

SKILLS

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| <ul style="list-style-type: none">• Store management• Staff mentorship and training• Visual merchandising• Supplier relations• Engaging leadership style• Brand management• Inventory control• Stockist management• Active selling techniques | <ul style="list-style-type: none">• Rota management• Brand positioning• Relationship management• Human Resources Knowledge• Cash Handling Expertise• Sales Professional• Management• Planning• Passion For Food |
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EDUCATION

PRIYA DARSHINI PG COLLEGE, INDIA, 06/2014 - 08/2017
MBA: HUMAN RESOURCE AND INFORMATION TECHNOLOGY

Kingston University, London, United Kingdom
(2021 – 2022)

Master of science – **International Business Management**

Key Skills gained:

- Market expansion planning
- International sales and marketing
- Teamworking and communication skills.
- Establishing the feasibility of international trade
- Project and budget management skills.

Notable Modules: -Fundamentals of Business Management, International Money& Finance, Innovation Management, Financial Investments, International Business Environment Trade.

LANGUAGES

English

Fluent

Telugu

Native

Hindi

Fluent

CERTIFICATION

COMPLETED DIPLOMA IN **SUPPLY CHAIN MANAGEMENT**