

SRINATH VASU



Personal

- Address**
Sai Sudharshan apartment, 2B,
Sridevikuppam Main road, Tirupathi nagar,
Valasaravakkam
600087 Chennai, Tamil Nadu
- Phone number**
9940517577
- Email**
srinathvasu2020@gmail.com

Interests

- Reading, Gardening and Cooking.

Work experience

- Sales Officer** Nov 1981 - Dec 1986
Jumbo Electronics Company LTD, Dubai
Creating Distribution network, appointing dealers, controlling a team of sales staff, advertising and sales promotion and corrections.
- Regional Manager** Feb 1987 - Jan 1998
Forbes GOKAK LTD , a TATA Enterprise, Chennai, Tamil Nadu
Incharge of the Southern Region, appointing of distributors and dealers, advertising, appointing of sales staff and pricing.
- Sales Manager** Mar 1998 - Jan 2010
Collaborative Business Systems PVT LTD, Singapore
An FMCG Trading company, dealing with products of unilever, P&G (proctor and gamble), KAO. Negotiating with Major importers across the globe to market all consumer products.
- Sales Manager** Feb 2010 - Dec 2010
VST motors, Chennai, Tamil Nadu
Responsible for the backend sales operations of the launch of TATA NANO CARS and FIAT CARS.
- Business Head** Feb 2011 - Jul 2013
GAUTIER PREMIUM FRENCH FURNITURES, Oman
Business head for the operations of sales for the Oman region.
- General manager- Operations** Oct 2013 - Aug 2019
Goodwill automotive, Chennai, Tamil Nadu
complete sales operations of a two wheelers showroom located in Chennai.

Education and Qualifications

- Bachelor of Arts (Economics)** Apr 1977 - May 1980
The New college - Chennai, Tamil Nadu, Chennai, Tamil Nadu
- PGDM - PROFESSIONAL SALES MANAGEMENT** May 1980 - Jul 1981
ICFAI- Hyderabad, India, Hyderabad, India

A Sales and Marketing professional with an experience of more than 25 years in the field of FMCG (fast moving consumer goods), Automobile and Furniture Decor. The profile includes business operations, sales & training, administration and recruitment. Very much well versed in English Communication skills (Both written and verbal) and can speak Hindi along with all the South Indian languages.

Skills

- Sales and Marketing ●●●●●
- Communications ●●●●●
- Recruiting and Training ●●●●●
- Creating SOP ●●●●●
- Microsoft Word, Excel, PPT ●●●●●
- Content Creation ●●●●●
- Social Media Management ●●●●●
- Team Management ●●●●●
- Self- Starter ●●●●●
- Product segmentation ●●●●●