**RESUME**

**Manjunath U Agasagi**

**Plot no. 1501, Sector no. 8,**

**Anjaneya Nagar,**

**Belgaum 590016**

**Mobile: 9148973353 E mail:** **manjunathagasagi@gmail.com**

CAREER OBJECTIVE

To play a responsible role in the task assigned to me, with the contribution of my skills and knowledge and to grow with the organization professionally & personally.

PROFESSIONAL EXPERIENCE

**Bharath Payment Bank,** Started June2023

Worked as Area Sales Manager

Appointed some retailers.

**Ikeda Limited: (finkeda)** Nov 2022 to April 2023

Working as Area Sales Manager

Handling a 7 distributors and 90 active retailers in assigned area .

Mainly focus on rural belt with AePS and Micro ATM ,

Getting a business of 4 to 5 lack very day.

**Arunachal Motors Pvt Ltd: (Tia Rollers) June 22 to Nov 2022**

Worked as **Zonal Sales Manager** - Mysore

Handled a seven districts of Mysore zone with the team of 3 TSMs

With the distribution of 12 in this territory.

With the 25lack per month revenue

Planned to add 3 more distributors in this territory.

**Mindsarry Network Pvt ltd** .

**Pay1** **(**March 2020 to October 2022)

Worked as **Relationship Manager** for this Fintech industry.

Here I am handling 11 direct distributors in Belagavi , Dharwad and Haveri Districts.

I had 160 transacting outlets and with the daily average revenue of 4L.

Majorly focusing on AEPS and DTH recharges and mATM, QR.

***Arzoo.com – B to B electronics E- commerce*** *(Oct 2019 to Feb 2020)*

**Worked as Sales Manager .**

On-boarding new electronics outlets.

Educating retailers about our company products and service .

Educating about our festival offers and discounts.

Placing order through arzoo application.

Placed order of **Mobiles, Large and small electronics .**

**Local Cube Commerce Pvt Ltd (STOREKING)** (25th May 2017 to 30th June2018)

Worked withLocal cube Commerce Pvt Ltd as Cluster Manager

Handling two district in Karnataka (Belgaum & Bagalkot), with two RSO’s.

Under SF we appointed FMCG retailers and educated about how they will get the service and profit.

Appointed New Ecommerce Distributor for rural B2B business.

**Appointed new MI Smartphone exclusive stores in 10 to 20K towns.**

**Appointed New in villages Amazon Stores.**

* + Selected deep rural and bellow 3000 Population villages.
	+ Selected 1 outlet in each village and given him Storeking App access.
	+ Placed order on required FMCG products through app and done successful delivery.
	+ Tried to reach deep rural and got the FMCG requirement of retailer and customers as well.

 **Bharti Airtel Limited.** (17th December 2015 to 12th May 2017)

Worked with Bharti Airtel Limited as Asst Manager, Handling Gokak town and Part of Belgaum and Gokak Taluka Rural Prepaid Distribution.

**Reliance Communication Limited.** (2nd December 2013 to December 07th 2015)

Worked as Territory Sales Manager,Reliance Communication Limited

Handling Data (HSD), CDMA, GSM Pre-Paid. Working in Belgaum City and Bailhongal Urban & Rural,

**TATA TELESERVICES LTD (TATA DOCOMO).**  (22nd June 2010 to 2nd December 2013)

Having three years four months of experience in the field of Sales in TATA TELESERVICES LTD (TATA DOCOMO) Handling urban distributors in Bagalkot district. Working as Channel Sales Manager. (Prepaid Sales)

**Bharti Airtel Limited.** (11th October 2007 to 21st June 2010)

Having Two years eight months of experience in the field of Sales in **Bharti Airtel Ltd** handling Direct and Sub Distributors and also working as a Territory Sales Manager (Prepaid Sales)

* Appointing Direct and Sub Distributors
* Appointing Retailers in respected market
* Educating the distributors and FSE’s
* Stock maintenance in the respected market and with Distributors
* Handling the Super Distributor.
* Maintaining the Market Visibility and branding
* Handling the Customer issues if any.
* Market activities , (For product Knowledge to the Customers )

**SPICE TELECOM** (1st February 2003 to 10th October 2007)

Having Four year of experience in the field of **Sales in Spice Telecom** handling Direct Sales and also working as a Team Leader for 9 FOS

* Maintaining the Reports of the FOS on daily basis
* Assigning new leads and strategies to the FOS
* Resolving the problems of the FOS in the day today sales
* Finding the needs of the customers and offering suitable tariffs.
* Handling Corporate Sales.
* Handling Customer Issues and resolving their problem.

**SPECIAL ACHIEVEMENTS**

* Successfully launched SFA (Sales Force Automation) for Belgaum City.
* Highest High Value FRC , CAF TAT 85%, ( Reliance Communications)
* Achieved the Best Performer for the month of June-July 2006, for the Spice Post-Paid Connections, from Spice Telecom.
* Star of the month Award from Hub head. (TATA TELESERVICES LIMITED).
* Best UAO & URO Achievement.
* Growth on revenue drives (PRC). (Airtel Ltd)
* Achieved Highest MNP achiever
* Highest Earner Award (from CEO R-Com)
* 3Star Award from Marketing Head ( Bharti airtel)

EDUCATION

* Bachelors Degree in Arts from Karnataka State Open University, Mysore.
* Diploma in Computers from ISCT.
* MBA (Techno Global University)

**PERSONAL DETAILS**

**Date of Birth**  **:**  08 December 1982

**Languages Known** **:** English, Hindi, Kannada & Marathi

**Permanent Address** **:** Plot no. 1501, Sector no. 8, Anjaneya Nagar, **BELAGAVI - 590016**

**PLACE & Date : Belagavi (Manjunath U Agasagi)**