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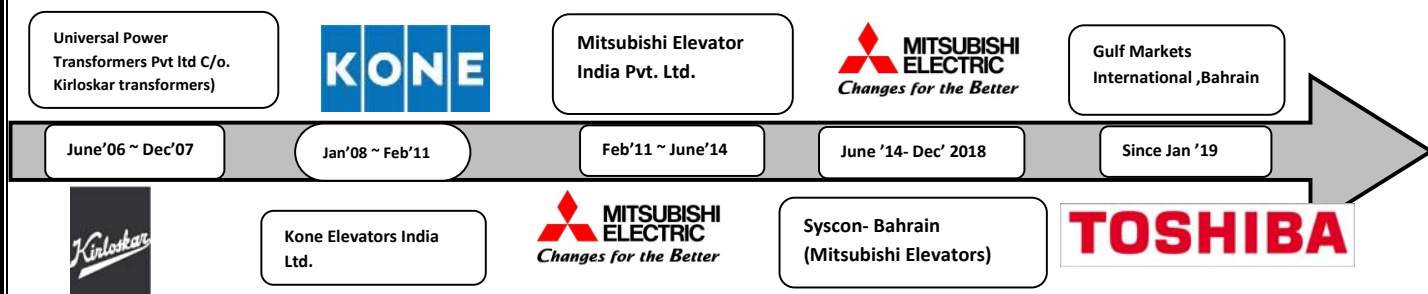
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• **Kingdom of Bahrain**

Career Conspectus

- Master's in Business Administration (Sales & Marketing Management) and Holding Engineering Degree in Electrical & Electronics Engineering with 12 years of cross cultural experience in Mechanical & Electrical industry like Elevators-Escalators(KONE ,MITSUBISHI,TOSHIBA), Window cleaning system -BMU (COX GOMYL) ,Garbage Chute (Eco Tech) & Rolling shutters (Gandi automation) addition to that Electrical Transformers.
- Presently working with M/s. GULF MARKETS INTERNATIONAL, as Sales Manager (Exclusive agent for Toshiba Elevators (Made in JAPAN) & Orona Elevators (Made in Spain) at Kingdom of Bahrain.
- Previously worked with SYSCON Trading & Mechanical Services Co, WLL, Bahrain as Assit. Sales Manager (Authorized and sole agent of Mitsubishi Elevators-Japan) at Kingdom of Bahrain
- Team handling expertise like monitoring, guiding and motivating team members (all GCC & Asia nationalities) to get sustainable and profitable growth from the territory.
- Possess credibility & personal integrity that leaves lasting impressions with corporate decision makers, motivates the employees and generates loyalty.
- Effective communicator & negotiator with strong analytical, problem solving and organizational abilities.

Career Timeline



Core Competencies

- Strategizing business directions to ensure profitability in line with organizational Objectives.
- Visiting target market clients for studying requirements of clients & making Detailed proposals/presentations of products and highlighting and defining Core benefits of the product.
- Responsible for feasibility studies, enquiry generations, techno-commercial Discussions, order execution, collection of receivables and coordination for installation and after sales service.
- Supervising activities for marketing of products/projects and handling the Complete cycle of project management entailing requirement estimation and Execution of project.
- Providing vertical transportation consulting services to buildings design professionals, architects, structure consultants etc.
- Reviewing and interpreting the competition after in depth analysis of market Information to fine tune the marketing strategies and escalate business volumes.



Professional Experience

❖ Gulf Markets International, Bahrain (Exclusive agent for Toshiba Elevators & Orona Elevators) (January 2019-Till Date)

Position: - Sales Manager Projects (for Elevators-Escalators, Window Cleaning, Garbage Chute & Rolling Shutters)

Key Deliverables: -

- Responsible for lift division new product development, company strategy growth, profit ration, employee management, handling sales team.
- Accountable for developing New Elevators & service market share and customer base in Bahrain through Sales team Imparting seminars/presentations for technical specifications and product features with the clients, consultants and Contractors for understanding the needs and project completion.
- Coordination with Suppliers for lifts like TOSHIBA (JAPAN), ORONA (SPAIN), SJEC, FUJI YIDA (CHINA), Hidral, BKG,SKG,DOPPLER, CIBES,NOVA ATEX,NOVA, THYSUNKRUPP ACCESS, etc and BMU- Cox Gomyl (SPAIN) & GARBAGE CHUTE (Eco Tech) & Rolling Shutters (Gandi) and various Elevator suppliers Sales, Factories, finance, installation and service teams for complete project cycle.
- Accountable for teams leads, opportunities, orders and contracts to meet the sales budget and pricing targets. Closely coordinating with installation & Service team to and site project team ensuring the project completion on time with all safety parameters.

Significant Highlights: -

- Played a key role in getting major orders for projects Difaf tower, Kims, Mister Machine, Phoenix , Jumera Royal Saraya, Thai mall , Alyan & Dylan Havelcok Factory, Tyre plus E.K.kanoo, Flavours restaurant, Gulf Tissues, Al Redha Palace, Al wasmeya Palace at Zellaq, BCC, etc.

❖ SYSCON Trading & Mechanical Services, Bahrain (Exclusive agent for Mitsubishi Elevators) (June 2014 – December 2018)

Position: - Assit. Manager Sales (for lifts, Garbage Chute, Monorail & Window cleaning systems)

Key deliverables: -

- Accessing major key accounts in terms of sales potential in Bahrain market.
- Accountable for developing Mitsubishi's market share and customer base in Bahrain.
- Coordinate with Mitsubishi Electric head office Japan, various Mitsubishi Elevator Factories, finance, installation and service teams for complete project cycle.
- Liaising with architects, consultants and contractors for understanding the needs and project completion.
- Managing tenders and making contracts with customers and corporate clients.

Significant Highlights:-

Played a key role in getting major orders from customers like Kooheji Contractors, Alghanah Group, , Arab Architects, Gulf House Engineering, MSCEB Consultants, Al Jazeera Consulting, Emaar Engineering, Arabian east Bureau, Royal Court, etc.

❖ **Mitsubishi Elevators India Pvt Ltd (February 2011 to June 2014–Hyderabad)**

Position:- Sr. Sales Engineer

Key Deliverables: -

- Managing the complete execution cycle from booking of order, approval of drawings, ordering the material to factory, site preparation, installation of elevators and hand over to clients.
- Closely coordinate with internal team and head office team with achieving the individual target & Branch Targets.
- Played an important role in securing orders from ICICI Bank, Manjeera Developers and park hayath Hotel,Taj Banjra, Taj Krishna , Minerva, KPC,Hayath Palce, Hayath Recency projects and Infosys all over India.

❖ **Kone Elevators India Pvt Ltd – (January 2008 ~ February 2011) Hyderabad**

Key Deliverables: -

- Accessing large accounts/key projects in terms of sales potential in assigned territory.
- Providing Vertical Transportation consultation services to architects and consultants in their routine planning for elevators and escalators for their projects.
- Responsible for new markets penetration in the assigned area for Increasing customer base to achieve the assigned targets as well as Profitable sales.

Key Customers Handled: -

ESI hospital Project Hyderabad & Gulbarga, Manjeera developers, Divya sree, Mrgo, Mantry Developers, Mahindra Satyam, Vertex Homes, PBEL city etc.

Significant Highlights: -

- First ever order with ESI Hospital Hyderabad & Gulbarga with 80units value of 30crs .
- Taj Falaknama hotel, Manjeera developers, Wells Fargo, PBEL city most prestigious project.
- Declared **Employee of the Month** twice & CRM CHAMPION.
- Represented ad KONE AMBASSADOR & KONE PEOPLE FLOW.

❖ **UNIVERSAL POWER TRANSFORMERS PVT LTD (C/o. KIRLOSKAR BROTHERS - JUNE 2006 to December 2007)**

Position: - KEY ACCOUNT MEMBER. - Hyderabad

Key Deliverables: -

- Selected from campus interview and position offered as Key account member for Electrical Transformers
- Managing the direct sales activities in conjunction with sales agent in the territory area.
- Accountable for all site management activities and pre-installation activities for coordination with installation teams.

Scholastics

- ❖ **Master's in Business Administration** (Sales & Marketing & International Business)
- ❖ **Holding Engineering Degree in Electrical & Electronics Engineering** from Jawaharlal Nehru Technological University, Kakinada.
- ❖ **IT Skills: - Conversant with MS office, Internet Applications and CAD & CRM-SAP**

Personal Profile:

Father's Name:	Sree Ramulu. K (INDIAN ARMY- Honorable award of Shaurya Chakra)
Date of Birth:	22nd April 1985
Marital Status:	Married
Children:	One (Daughter)
Languages known:	English, Hindi and Telugu
Passport No:	M8960215-valid till yr.2025
Driving License: -	Valid driving license for Kingdom of Bahrain & India
Engineering License:	Valid Electrical Engineering license (Grade C) issued by CRPEP, Bahrain.
Resident:	The kingdom of Bahrain

Growth Path

- **April 2013- June 2014 Assist. Manager- Major Projects Sales - Telangana State (Hyderabad)**
- **Jan 2008 –February 2011- Sale Engineer- Telangana & Andhra Sates (Hyderabad,Vijayawada, Vishakapatnam,Kakinada.**