

# SANOJ.R

## BUSINESS ADMINISTRATION

### PROFILE SUMMARY

Motivated and performance-driven MBA student specializing in Marketing and Human Resource Management, currently working as a Territory Sales Officer at Everest Industries Ltd. Skilled in sales management, channel development, and customer relationship building. Adept at analyzing market trends, identifying growth opportunities, and executing effective sales strategies. Recognized for strong communication, leadership, and problem-solving abilities, with a passion for driving organizational growth through strategic marketing and sales excellence.

### SKILLS

- Clear communication
- Time Management
- Problem Solving
- Leadership and Initiative
- Adaptability
- Relationship Management
- Collaboration
- Positive Attitude

### CONTACT DETAILS

Kesaragere (vill), Malur(Tq)  
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### EDUCATION

Bengaluru University, (Rathinam School Of Business)2023-2025 —  
Masters in Business Administration

Bengaluru North University,(BGS College of Commerce) 2021-2024—  
Bachelor of Commerce cgpa-7.38

Department of Pre-University, (BGS PU College, Malur)—  
PUC, Commerce -70%

### PROFESSIONAL EXPERIENCE

Territory Sales Officer – Everest Industries Ltd  
Aug2025 – Present

- Manage sales operations across the assigned territory, focusing on achieving monthly and quarterly revenue targets.
- Develop and maintain strong relationships with channel partners, dealers, contractors, and key customers.
- Conduct market research to identify growth opportunities, analyze competitor activities, and propose strategic actions.
- Collaborate with marketing, logistics, and supply chain teams to ensure product availability and customer satisfaction.
- Monitor payment collections, streamline business transactions, and ensure compliance with company policies.
- Consistently contribute to territory expansion and brand visibility through effective sales promotion and market engagement.