

Kuraku Sekhar



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S/O Venkataramana,

H. No: 1/9, Ragunadhapuram (V),

Gudem post, Badvel (M),

Kadapa, Andhra Pradesh – 516227.

OBJECTIVE

Endeavour to meet the challenging qualities of the industry by contributing my dexterity consistently and hence developing my potential to the organizational standards.

Academics Chronicle

Course	Institution	University / Board	Year of passing	Percentage
B.Sc. Agriculture	Annamalai University	Annamalai University	2015	69.0
HSC	Sri Chaitanya Academy JR. College, Tirupathi	Board of Intermediate	2011	64.5
SSC	G.P Boys High School, Badvel	Board of Secondary Education	2009	68.33

PRESONAL STRENGTH

- Quick learning and understanding skills.
- Able to work individually and with team
- Ability to work in challenging work environment
- Positive Attitude

- With Stand in All Situations
- Good Communication Skills

COMPUTER SKILLS

- Expertise in the usage of MS Office (Word, Excel, Power Point)

WORK EXPERIENCE-9 years 2 months

Worked in Kurnool, Anantapur, Kadapa, Chittoor Karimnagar, Medak and Ranga Reddy Districts

Present 5 Years 8 Month Running

Working as Territory Sales Manager in Advanta Enterprises Ltd (UPL Group) Based at Kurnool (Entire Rayalaseema) for last 5 years and handling 36Cr Business

Roles & Responsibilities:

Managing a business worth 36 Cr

Driving sales by leading teams at distributor and retailer levels.

Conducting marketing activities and demand generation (Like DKDPKP, FVP)

Strengthening relationships with key distributors and retailers through regular visits and updates.

Spearheading business growth and strategic planning.

Achievements:

- Achieved the highest-ever business growth of 350% over five years.
- Sales milestones:
FY 2019-20: 164 MTs
FY 2020-21: 279 MTs
FY 2021-22: 437 MTs
FY 2022-23: 982 MTs
FY 2023-24: 542 MTs
FY 2024-25: 497 MTs
- Received the All-India best performer award (FY 2022-23) and Two times best Zonal and Regional Awards.
- May 2018 to June 2019 working experience as a **Sales Officer** in **Meghmani Industries Ltd** Based at Sanga Reddy Territory (Medak district). As a sales officer looking sales and collections, and appointing new distributors, conducting demonstrations, field visits and group meetings in villages. Looking markets are Old Medak & Old RangaReddy Districts.
- March 2017 to May 2018 worked in **Bayer Crop Science Ltd** as a supervisor based at Sanga Reddy head quarter (Gajwel Territory).
- As a Sales Trainee monitoring field officers, conducting night meetings (FTPS) in villages, group meetings, demonstrations. And sometimes looking sales and collections with Territory manager and Distributor.
- I received the sales achievement award for the year of 2016.

- 2015 July to 2017, February worked in **Bayer Crop Science Ltd** as a **Project Officer (PO)** at Zahirabad head quarter (Gajwel territory).
- As a project officer doing development activities like Demonstrations, product development, village group meetings and presale and post-sale activities on Cotton seed.

PERSONAL INFORMATION

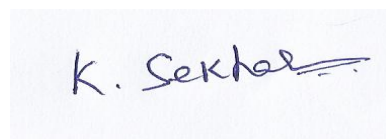
Date of Birth : 1st April 1991
Gender : Male
Nationality : Indian
Religion : Hindu
Languages known : English, Telugu, Tamil and Hindi

DECLARATION

I hereby declare that the above Resume of My Candidature Will Meet your requirement and give Me an Opportunity to prove my Capabilities and to serve Your Esteemed Organization with My Hard and Sincere Services.

Date: 24-04-2025

Place: Kurnool



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