

KALYAN KUMAR L K

Area Sales Manager

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Location: Raichur, Karnataka, India

PROFESSIONAL SUMMARY

Results-driven Area Sales Manager with strong experience working alongside rice brokers to drive sales growth across diverse markets. Skilled in handling and promoting different varieties of rice products Sona Masoori, Kolam, Bullet Rice, Sortex & non sortex rice and premium/export-quality rice. Experienced in managing dealer networks, building long-term customer relationships, negotiating with brokers, and identifying new business opportunities. Proven ability to achieve sales targets,

Personal Details

- **Date of Birth:** 22/05/1992
- **Marital Status:** Unmarried
- **Religion:** Christian
- **Category:** Roman Catholic
- **Address:** Near water Tank Maddipet, Raichur

Educational Qualifications

Qualification	Institution / University	Year	Grade
SSLC	Infant Jesus School, Raichur	2008	64.16%
DIPLOMA (Mechanical Engineering)	HKE'S	2008	Discontinued
PUC (Commerce) open university	Swami vivekanada carrer Academy, Raichur	2017	63.46%
Bachelor of Commerce (B.com)	Gnana Bharti Degree College, Raichur	2023	80%

Technical Skills

- Hardware Networking
- Photoshop
- PGDCA

WORK EXPERIENCE

Shri Shiva Sai Enterprises (07/2015 - 09/2017)- Vijayawada

Store Incharge

Managed stock inward processes ensuring accurate receipt and documentation of inventory Oversaw outsourcing goods outward stock, coordinating timely dispatch and delivery of GOVT Drug Med supplies - Maintained inventory records to optimize stock levels and minimize discrepancies

Savitri groups (10/2017 - 12/2024)-Raichur

Area Sales Manager

Conduct strategic visits to multiple states to expand market presence and strengthen client relationships with Rice brokers Analyze regional sales performance and identify growth opportunities across different territories - Coordinate with local sales teams.

Karthik Agro-Industries (01/2025 -02/02/26)-Raichur

Raw Material Manager

Responsible for procurement of paddy by visiting various rice industries, mills suppliers to collect market rate information, evaluate quality, negotiate prices, ensure timely purchase of raw materials.

LANGUAGES

- Kannada
- English
- Telugu
- Hindi

HOBBIES

- Active in stock market, social media

Declaration

I hereby declare that the above-mentioned information is true and correct to the best of my knowledge and belief.

(Kalyan Kumar l k)

