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|  | Sunil Nair |
| 10/20/1966 |  |
| *Description: D:\Users\Admin\Downloads\image1 (11).JPG* | 2B – 804, Kanishka,  The Great Eastern Links,  Ram Mandir Road, Goregaon (West)  Mumbai - 400 104  Maharashtra, India.  Cell: +919892290985  : +919167290680  [sunil.sn@gmail.com](mailto:sunil.sn@gmail.com) |
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**Synopsis**

A Senior Corporate Professional and an entrepreneur with 30 years of experience having handled diversified portfolios including Sales, Marketing, Customer Care, After Market Sales, Support, Recruitment and Training. Sunil’s professional experience spans organisations like Hindustan Unilever, Marico Industries, Inchcape PLC (Oman), Kansai Nerolac, Saint Gobain and Mahindra & Mahindra.

Sunil has in depth exposure and working knowledge of FMCG, Paint & Hardware, Automobile Spares, Abrasives, IT and Healthcare. Sunil is an independent director on board with Quality Care Dialysis, a US based healthcare company that is into kidney care.

**SKILLS**

* P & L Management
* Marketing & Business Development
* Supply Chain & Vendor Management
* Creative Thinking& Visioning
* Strategic Planning & Change Management
* Training, Learning & Development
* Team Management
* Infrastructure Development & Management
* Methodology Development
* Strategic Partnerships
* Business Process Re-engineering

**experience**

**QuantumLink Communications**

2006- 2013

Industry: Information Technology

Role: **As Vice President Sales** with Profit Centre accountability, was responsible for driving business goals through goal setting, market mapping, product placement, pricing and promotions, manpower recruitment and training.

**Mahindra & Mahindra**

2003-2006

Industry: Automobile

Role: **As Head of Sales** for the INR 3000 crore business, was responsible for top line and bottom line growth, new business acquisition, dealer and vendor management along with training and development of the 450 team members. Business projections, manpower and infrastructure assessment and acquisition along with inventory and warehouse management were the key deliverables.

**Saint Gobain Abrasives**

2001- 2003

Industry: Engineering Goods

Role: **As Head – Retail Marketing**, key responsibilities included setting up Distribution Network, Creation and Implementation of Marketing Plans, New Product Launches, Recruitment & Retention, Production Planning

**Regional Sales Manager** **| Kansai Nerolac Paints**

2000 - 2001

Industry: Paint & Hardware

Role: Sales Management, Revenue Optimization, Supply Chain Management, Receivable Management, ERP Implementation, Training, Channel Management

**Sales Manager – Van Operations** **| Matrah Cold Stores, An Inchcape PLC Associate (Oman)**

1997 – 1999

Industry: FMCG Distribution

Role: Initiating & Implementing Van Distribution Network, Supply Chain Management, Vendor Management, Warehouse Management, New Product Launches, Automation & MIS

**Asst Manager – Institutional Sales** **| Marico Industries**

1997

Industry: FMCG

Role: Key Account Management, Government Supplies, New Product Launches, Product Approvals For Government Procurement

**Sales Officer – Soaps & Detergents** | **Hindustan Unilever Ltd**

1988 – 1996

Industry: FMCG

Role: Front Line Sales, Re Distribution Stockiest Management, Display & Merchandising, Rural Market Development, Executing Promotional Plans & New Product Launches.

* Education
* Ph.D. in Organizational Psychology
* Masters in Computer Application
* Bachelors in Physics
* PROFESSIONAL AWARDS
* MBA- Human Resource Management
* Post Graduate Diploma (PM & IR)
* Post Graduate Diploma (HRM)
* MBA – Marketing

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