

ADHIKARLA SANTHOSH KUMAR

Phone No.: 91-9524796898

E-Mail: santhoshadhikarla@gmail.com.

Seeking assignments in Sales/Business Development with a reputed organization

Profile Snapshot

- Having 13+ years of experience in Sales,Business Development & Project Management.
- Experience in Solution & Project selling in Industrial Automation
- Exposure towards IOT offerings and digitization solutions includes Dashboards,Mobile App,Digital twin.
- Understanding client demands and industry difficulties accordingly supporting customers with Value added digital offerings
- Exposure towards applications in Food & Beverage,Water & Waste water,Paper, Chemicals, Pharma,Paper,Power, Metals ,HVAC
- Techno-Commercial understanding of proposals, Architecting differentiated and competitive solution, clear Value Proposition for the Solution to the customer
- Spec-in technical advantages and leading the competition
- Responsible to Plan and Implement business strategies to drive growth with End users,Consultants,OEM's,System Interrogators, EPC's.
- Exposure in handling Pan India customers and few customers globally.
- Identification of upcoming Green field and brown field projects.
- Can Handle Projects from enquiry stage to delivery.
- Responsible for Increasing the share of Wallet from Existing Customers
- Experience of interacting with cross functional teams of Sales, Production, backend supporting staff
- Giving Hands On Experience & Product Demo Presentations.
- Work with Product Management to provide inputs on technical requirements based on customer conversations
- Conducting Segment Specific Seminars.
- Optimum Adherence for usage of CRM for Customer Visit Plan.
- Managing Business Development operation customer relations, competitive bidding and sales negotiation.
- Conducting the workshops/seminars and giving presentations related to Work Profile & New product Launches.
- Ensure on time and high quality delivery, every time
- Having knowledge on industrial automation products includes PLC,DCS,SCADA,Digital offerings, ,VFD's,servo's,Motors
- Strong team building capabilities with the ability to work with and motivate large multiple teams of relatively young employees
- An effective leader with Good communication skills

Organizational Experience

Since Sep'24 to till Date : Lohia Corp Digital Innovation Center
Designation : Senior Manager : Digital Transformation - Sales & Marketing

Since April'24 to Sep'24: Honeywell Automation Ltd
Designation : Sales Manager

Since March'22 to April'24 : Siemens Ltd
Designation : Sales Manager

Since Feb'19 to March'22 : ABB India Ltd
Designation : Sales Manager

Since Sep'16 to Feb '19: Larsen & Toubro Electrical & Automation
Assistant Manager – Sales for Industrial automation products

Since May'11 to Sep'16: Godrej & Boyce Mfg. Ltd.
Designation : Asst Manager

Key Skills : Sales Management includes Customer mapping, Lead generation , Identification Customer Exact requirement , Offering Solution/ Solution Selling Digital transformation,IIOT,Dashboards,Digitaltwin,Edge computing,Cloud computing,Batch applications,Energy Management .Understanding of competitor Proposals and loading them with clear value addition, Business Development activities like Conducting the segment/Application/Solution oriented seminars, Explanation of technology advancement and ROI calculation Submission. Market Research, Key Account management, Sales Planning

Education

2025 Presently Pursuing Post Graduation in Digital Transformation and Strategic leadership from IIMVisakhapatam
2010 B.Tech. (Electrical and Electronics Engineering) from Chaitanya Engineering college affiliated to JNTU Kakinada with 63% aggregate
2006 Intermediate (MPC) from SriChaitanya Junior College with 88.4% aggregate
2004 Tenth(SSC) with 82.3% aggregate

Knowledge Purview

- PLC's : Siemens/ABB/Honeywell
- DCS: Siemens/Honeywell/ABB
- VFD's : ABB/Siemens/L&T/Yaskawa
- Architectural overview on MCC Panels, Field Instruments
- IIoT sales,Digital Transformation

Personal Details

Date of Birth: 1st July 1989
Languages Known: Telugu,English, Hindi
Address: Flat No.: 304, Anjandri Hills, Balaji Nagar, Pendurthi, Visakhapatnam – 531173 Andhra Pradesh, India