

ANTONYSTEPHEN P

Results-driven sales management professional with 13+ years of experience in cultivating strategic partnerships, maximizing customer satisfaction, and driving revenue growth within the food and insurance sectors. Demonstrates a proven track record in account retention, network expansion, and innovative product promotion. Skilled in market trend analysis, pricing strategy implementation, and vendor relationship management, with a focus on expanding territories and achieving sales targets. Known for a strong work ethic, adaptability, and exceptional interpersonal skills. Adept at leading teams, working autonomously, and quickly mastering new technologies and methodologies to meet and exceed business objectives.



✉ antonystephenpio@gmail.com

☎ +91 9843414145

📍 India

🔗 <https://www.linkedin.com/in/antonystephen-p-198a17338>

WORK EXPERIENCE

Simfra Frozen Foods Pvt Ltd | Chennai, India | August 2023 – Present

Sales Manager

- **Strategic Sales Leadership:** Successfully cultivated and nurtured long-term client relationships, fostering customer loyalty and satisfaction.
- **Business Development:** Proactively identified and pursued new market opportunities, driving revenue growth and expanding the company's customer base.
- **Supply Chain Optimization:** Collaborated effectively with logistics to ensure seamless product delivery and maintain high customer service standards.
- **Market Intelligence:** Conducted in-depth market analysis and competitor assessments to identify emerging trends and capitalize on growth opportunities.
- **Product Innovation:** Contributed to the development of innovative product lines by leveraging market research insights to create flavors that resonated with consumer preferences.

Kreem Foods Pvt Ltd | Chennai, India | Jan 2019 – Mar 2023

Sales Manager

- **Team Leadership and Management:** Oversee the daily operations of the sales department, providing strategic guidance and mentorship to team members.
- **Sales Strategy Development:** Developed comprehensive sales plans, goals, and strategies to drive team performance and achieve revenue targets.

Snofield Foods Pvt Ltd | Coimbatore, India | Mar 2014 – Dec 2018

Assistant Sales Manager

- **Market Penetration:** Developed and executed effective sales strategies to increase market share and drive business growth.
- **Client Relationship Management:** Cultivated strong relationships with key clients while maintaining a loyal customer base.

Shri Ram Life Insurance Company | Coimbatore, India | Aug 2011 – Dec 2013

Sales Officer

- **Risk Assessment and Product Recommendations:** Conducted thorough risk assessments to identify customer needs and recommend tailored insurance solutions.

PREVIOUS WORK HISTORY

- Sales Advisor, ING Vysya Bank - Coimbatore, India, Mar 2009 – Jun 2011

SKILLS

Customer Relationship Management (CRM) | Sales Strategy Development | Vendor Relations and Management | Market Trend Analysis | Product Innovation and Development | Logistics Coordination and Delivery Management | Excellent Communication and Negotiation Skills | Network Expansion | Account Retention | Pricing Strategy Implementation | Territory Sales Management | Performance Management | Client Relationship Management | New Business Development | KPI Analysis | Key Account Development | Direct Sales | Sales and Market Development | Sales Operations | Multidisciplinary Team Leadership | Sales Team Training | Territory Expansion | Revenue Growth | Team Leadership | Ability to Work Independently and in Team Environments | Quick Learning and Adaptability | Strong Work Ethic | Strategic Thinking | Multi-tasking Abilities

EDUCATION

Bachelor of Commerce

Commercial University Limited – New Delhi, India, 2015

LANGUAGES

Tamil: Native/First Language
English: Advanced (C1)
Malayalam: Upper Intermediate (B2)

AWARDS & ACHIEVEMENTS

Demonstrated exceptional performance, consistently achieving and exceeding targets and earning prestigious awards.