

Neha Kulkarni

Regional Sales Head - West India

Thirteen years in FMCG and dairy sales, from sales officer to running a 92 crore region with a team of 64.

EXPERIENCE

Regional Sales Head - Sahyadri Foods	2020 - Now
Grew the west region from Rs 38 Cr to Rs 92 Cr, team of 64 across 5 states.	
Area Sales Manager - Krishna Dairy	2016 - 2020
Opened 1,200 new outlets across Marathwada.	
Sales Officer - Omkar FMCG	2012 - 2016
Top performer three years in a row.	

KEY INITIATIVES

Rural distribution model	Rs 14 Cr new sales
340 villages through 28 small distributors.	
Sales team app roll-out	22% faster orders
64 people moved from paper to an app in 6 weeks.	

EDUCATION

MBA, Marketing	2010 - 2012
B.Com	2007 - 2010

CERTIFICATES

Executive leadership programme	2021
Six Sigma Green Belt	2018