
 <b>Gulfjobseeker.com</b> <i>Helping you to search best jobs &amp; talent since 2002!</i> <b>APPLICATION FORM - NEW REGISTRATION</b> <b>NOVEMBER-2014</b>		Profile Score 	
Recent Photograph		Date <u>22.11.2014</u>	CV No <u>101232</u>		
Profession / Specialty		<u>Sales Managers</u>			
Industry / Projects		<u>Sales - Electrical Industry.</u>			
Nationality		<u>Indian</u>	Place of Birth / City of Origin		<u>Dindigul</u>
Gender		<input checked="" type="checkbox"/> Male <input type="checkbox"/> Female	Marital Status		<input type="checkbox"/> Single <input checked="" type="checkbox"/> Married <input type="checkbox"/> Separated
Religion		<u>Hindu</u>	Birth date (DD-MON-YEAR)		<u>11.04.1975</u>
Languages		Mother Tongue <u>Tamil</u>	Other Languages <u>English</u>		
Qualification		<u>B.S. (SSS)</u>			
Gulf Experience		<u>0</u> Years <u>0</u> Months	Total Experience		<u>17</u> Years <u>2</u> Months
Gulf Driving License		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Do you have own car?		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Visa Validity Date		<u>D 16 M 12 Y 2014</u>	Visa Status <input checked="" type="checkbox"/> Visit <input type="checkbox"/> Employment <input type="checkbox"/> Student <input type="checkbox"/> Dependent		
Employment Status		<input checked="" type="checkbox"/> Employed back in Home Country <input type="checkbox"/> Employed in Gulf <input type="checkbox"/> Job Less-Unemployed			
Last Salary Drawn		Currency <u>Rs</u>	Value <u>15,000</u>	Last Salary Verified	<input type="checkbox"/> Offer Letter <input type="checkbox"/> Contract
Expected Salary		Currency <u>USD</u>	Value <u>10,000</u>	<input type="checkbox"/> Salary Increment Letter <input type="checkbox"/> Pay Slip <input type="checkbox"/> Statement	
How much notice period you will need to join new position? <input checked="" type="checkbox"/> Can Join Immediate <input type="checkbox"/> 1 Week <input type="checkbox"/> 1 Month <input type="checkbox"/> _____					
Do you have any kind of health condition which can hamper you to perform your duties? <input checked="" type="checkbox"/> Fit to work <input type="checkbox"/> Yes _____					
Do you have any kind of outstanding loans / finance / credit card facilities to repay? <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes _____					
Do you have any kind of civil or criminal cases pending against you in any courts? <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes _____					
What is the reason for your Job Search? <u>my Brothers are dead so i need to leave</u>					
How many jobs you have applied so far?		<u>nil</u>	How many interview calls you have received so far? <u>no.</u>		
What is your talent? Describe in detail. <u>Handling the customer, provide Sales opportunity by implementing strategies set by management.</u>					
PCL Certificate		Gulf Experience		High Academic Scores - Mark Sheet	Worked 2+ yrs with employer
Fitness Certificate		Gulf / Intl Driving License		Post Graduate & Above Education	Promoted in Previous Job
IT Literacy		Arabic Proficiency		On Job Training Certificates	Awards or Appreciation
				IELTS Proficiency	Experience Verified
Bonus Score	<u>0</u>	+ Gulf Score	<u>0</u>	+ Education Score	<u>1</u>
Based on documents verified by our HR Assistants the candidate has achieved total score points of					<b>= Total Score</b>
					<u>3</u>

To Interview this candidate please contact Gulfjobseeker.com Office Phone No 04-3970978

# THIRUNAVUKKARASU.N

Date of Birth - 11/04/19 | Marital Status - Married

Nationality - India | Under Visit Visa

Linguistic Abilities - English, Tamil, Malayalam



Competent and dynamic Engineer equipped with 15+ years of proven work experience within reputed companies. Excellent track record in business & market analysis, project management, supply chain management, finance management, operation service, technical and vendor risk management including proposal/methodologies development, strategic solutions, business process reengineering, business continuity planning, implementation, client relations and customer service. Have a disciplined and solutions oriented approach with ability to achieve a common goal and provide competent solution towards achieving best business functionality. Possess extensive and up-to-date knowledge of various technical applications and trends in industry combined with understanding of business communications vital for successful business analysis and development. Possess strong analytical, well-developed time management, problem solving, communication, decision-making and interpersonal skills. Seeking challenging Business/ Finance Analysis / Sales & Marketing profile in a progressive enterprise to share gained experience, skill and expertise and learn development endeavours.

## STRENGTHS

Qualified Electrical and Electronics Engineer  
Project management experience and exposure  
Well-trained and experienced professional  
Meticulous with eye for details

People Management - Team management skills  
Effective client and technical support skills  
Adherence to process standards and procedures

## EDUCATION

**1997 - Bachelor in Engineering (Electrical and Electronics)**

Madurai Kamarajar University, Tamil Nadu, India

## EMPLOYMENT DETAILS

✍	August 1997- June 2000 Started the career with	CHENNAI - with
	MK INDIA	
✍	July 2000- January 2007 as a Senior Project Sales Executive in	
	ltd	
✍	22 <sup>nd</sup> January 2007 to December 2010 started as Sales Development Manager and promoted as a	
	Assistant Sales Manager in	Limited
✍	20 <sup>th</sup> December 2010 to 30 August 2011 as Senior Sales Executive in	India Ltd Madurai
✍	September 2011 till now as Assistant Sales Manager in	

## CAPABILITIES:

- Make price and technical proposal to clients. Handle purchasing and contracting procedure with client and to develop client and supplier relationship. Capable to handle various phases of the project right from initiation to closing, consistently following up on progress
- Pursue sales opportunities by implementing strategies set by management.
- Maintain and comprehend existing and potential Electrical assigned Products specifications, their added value and target market and competitors intelligence. Conduct routine field visits within area assigned. Negotiating and Getting approvals from clients, consultants and Contractors.
- Collect and organize data for analysis, planning and inform the General management with monthly and annual sales budgets, sales reports and sales visits describing all activities and market opportunities.
- Price payment negotiations, supplier prequalification, follow up & expedite to place the order. Display abilities in handling problems as opportunities and dealing with difficult challenges
- Make weekly activity report and for the following week itinerary.
- Finalize risk parameters based on analysis of business data for efficient process improvements
- Ensure optimum use of resources without compromising quality.
- Recognised as quick learner who can easily adapt company processes
- Demonstrated superior performance in all assigned job profiles

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**ACHIVEMENT DETAILS:**

**In                      nd Electronics Limited & Havells India Ltd.**

***Products worked: Switches, Electrical devices, Cables and wires***

- Collected order worth of Rs.60 Lakh in Theni Medical College.
- Madurai High Court order worth Rs.40 Lakh.
- Prestigious individual bungalow at Madurai – Dr.Kalimuthu (Ex-Minister), Mr.Ismail (Owner of Hajee Mosa), Proprietor of Annai Fathima Catering Institute, In Sivakasi- Standard Press, Anil Fire Works, Kaleeswari FireWorks, Lovely Cards and Mepco Shelink Engineering College. In Thirunelveli Shanthi Sweets.
- Orders collected in Hospitals – Dr.Muthuvelrajan, Dr. Akilan and bharathi Nursing Home – Rajapalayam.
- Totally 12 apartments which is electrified Anchor during my tenure.
- Madurai medical college Value Rs. 125 Lakh.
- 180 house at Kodaikanal for Mr. Siva- Value Rs. 24 Lakh(already) and remaining 260 more houses to be supplied
- Kavian contraction- 32 Lakh.
- 13 Apartments from Madurai and Tirunelveli

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**In                      Standard Life Insurance Company Limited**

***Product Worked: Finance***

- The first employee at                      yam Branch.
- In                      I am the first employee to get the confirmation in 6 months.
- Four times achieved as a topper of month in last 2007 -2008
- In the financial year 2008 -2009 collected premium of Rs.29.86 lakh.
- The first club membership (Financial Consultant) o                      n is awarded from my team.
- The first employee of                      o promoted as a Business Development Manager in a span of 11 Months.
- No.1 in NOP & Activation for the                      Territory 2009 - 2010
- Dubai Qualifier in March 2009.
- In the financial year 2008 -2009 collected premium of Rs.38 Lakh.
- Manager of 5 Financial Consultant during 2009-2010
- 10th rank in                      region for the year 2009-2010.
- At present still now 6th rank in                      egion.