Nantha

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**JOB OBJECTIVE**

Seeking assignments in Sales & Marketing / Business Development in any sector preferably in **LED Lighting.**

**PROFILE SUMMARY**

* A competent professional with over 8 years’ experience in Marketing & Sales, Strategic planning, Clint serving, Performance Management and Negotiation.
* Adept at handling Sales & Marketing operations to improve sales growth and realize organizational objectives.
* Ensuring customers satisfaction by product delivery & service needs.
* Capabilities in coordinating with internal/external customers for running successful business operation.
* An effective communicator with good relationship building & interpersonal skills. Strong analytical, problem solving and organizational abilities.

**AREA OF EXPOSURE**

**Sales & Marketing**:

* Taking care of sales with focus on achieving predefined sales targets and growth. Forecasting and planning monthly & quarterly sales and executing them in the given time frame.

**Business Development:**

* Acquired new clients and negotiating with them for securing profitable business.
* Maintaining and managing existing accounts to ensure the business sustainability, organize promotional programs & participating in exhibition for grater brand visibility.

**ORGANIZATIONAL EXPERIENCE**

**Since May’14: iLED Lighting Systems Pvt Ltd., Chennai, India.**

**Manager –Marketing & Sales**.

**Role:**

* Managing Three Sales Engineers & Executives to improve the sales**.**
* To develop new customer base and maintain the existing customers to get repeated order.
* Generate enquiry and prepare offers, technical sheet of each product.
* Have to make appointment with client to describe the new products & existing product.

**Highlights:**

* Acquired valuable customers like POTHYS Silks, Saravan Stores Gold Palace in Commercial Sector.
* Developed new customer base like Hilton, ITC Grand Chola, Radisson BLU, WESTIN Hotel, The Rain Tree Hotels & The Residency Hotels.
* Developed Architecture base like NV Architecture, C.S Designs, Cherlathan Associates, File Line Architects & Etc.
* Developed new Electrical Consultant like Ohms Goms Electrical, Victor Consultant & Etc.

**Oct’11 – April’14: Adhiam Thermal Systems and Solutions Pvt Ltd., Chennai, India.**

**Manager –Marketing / Sales & Projects**.

**Role:**

* Accountable for managing **Solar Power Plant, Solar LED Street Light, Solar Water Heaters, LED Lightings &Plate Type of Heat Exchangers (PHE).**
* Handling all Solar Power Plant and LED Solar Street Lights Projects form Government.
* Managing two sales engineers from two different parts of the state.

**Highlights:**

* Acquired valuable customers like MAHINDRA RISE, TIMKIN, WABCO, Sharda Motors, LANCO, PRIST University, Malladi Drugs, MITSUBISHI & Greaves Cotton.
* Achieved the Sales Target continuously for Three months.
* Successfully working as a Manager – Sales/Marketing & Projects.
* Promoted from Manager – Sales & Marketing to Manager – Projects.

**PREVIOUS EXPERIENCE**

**April‘04 – June’11: Rock Fort Brand Cattle Feed Co., Trichy.**

**Manager – Marketing / Sales.**

**Highlights:**

* Increased turnover and profitability by identifying new market opportunities.
* Increased many new sales outlets in Trichy District.

**Oct’03 – Feb’04: TAS Communications Pvt Ltd., Singapore.**

**Service Engineer.**

**Highlights:**

* Handled all mobile software related problem.
* Handled technical issues of all mobiles.
* Specialized in servicing NOKIA model mobiles.

**ACADEMIC QUALIFICATION**

* **B.SC (Computer Science)** From Bharathidasan University, Trichy in 2003.
* **CLASS 12th** E.R Higher Secondary School, Trichy in 2000.
* **CLASS 10th** ZION Matriculation Higher Secondary School, Kodaikanal in 1997.

**IT SKILLS**

* Well versed with MS Office, Visual Basic 6.0, Outlook Express, Internet Applications, WINDOWS (95/98/2000 & XP), C & C++.

**EXTRACURRICULAR ACTIVITIES**

* Undergone certificate programme in **MOBILE PHONE SERVICING** at *Tiruchirappalli Regional Engineering College Science and Technology Entrepreneurs Park* from Aug’03 – Sept’03.

**PERSONAL DETAILS**

Date of Birth: 17th JUNE 1981.

Languages Known: English & Tamil.