Karthik

[Karthik.262240@2freemail.com](mailto:Karthik.262240@2freemail.com)

**OBJECTIVE**

My objective is to advance my career as Sales Engineer and work in an organization that can enhance my skills and contribute to the effective functioning of the organization.

**ACADEMIC PROFILE**

* 2010-2014: Completed Bachelor of Engineering in Mechanical Engineering with 7.74/10 GPA, at United Institute of Technology, Coimbatore 641020.
* 2010: Completed Higher Secondary With 73%, In Shree Baldevdas Kikani Vidyamandir Higher Secondary School, Coimbatore 641002.

**PROFESSIONAL EXPERIENCE**

**SCHNEIDER ELECTRIC, Coimbatore – 641018, Tamilnadu, India.**

Designation : Sales Engineer

Period : 06-05-2015 to Present

RESPONSIBILITY:

* Identified potential customers for firm’s products and services.
* Designed and implemented sales plans, Identify sales possibilities and consistently met the sales

goal as planned.

* Converting prospects into customers.
* Preparing total cost sheet and quotation for every probable project.
* Doing analysis about the competitor’s products, their cost and market share.
* Travelling throughout sales territory.

**L.G.BALAKRISHNAN & BROS Limited, Coimbatore - 641006, Tamilnadu, India.**

Designation : Sales Engineer

Period : 23-03-2014 to 30-04- 2015

RESPONSIBILITY:

* Handling Bajaj, Royal Enfield and Suzuki Projects.
* Communicating feedback about the new product with the management and designing team.
* Participate in product development activities by giving suggestions to the product - manufacturing team abo recent changes in customer’s expectations and preferences.
* Attend to grievances of customers on technical issues of the product and accordingly, make amendments in product features.
* Conduct quality assurance tests of the product to determine its compliance with organization’s policies and customers expectation.
* Doing analysis about the competitor’s product, their cost and market share.
* Participate in the performance of business planning and forecasting.

**SKILLS**

* Ability to interact with customers.
* Got an experience in collaborating with different departments that required for maintaining open and effective communication.
* Knowledge of the Business Plan and Business Forecast.
* Proficient with Microsoft Office 2007, 2010 (Word, Excel, Power point, Outlook).
* Experience in Planning and Scheduling.
* Adaptable and flexible to changes in any new environment.

**ACHIEVEMENTS**

* Accomplish as the Class Representative of my class for three years from 2011 to 2014.
* Accomplish as student coordinator for National level technical symposium conducted in our

college on 28.02.2014.

* Conducted Mock Election in Our College on 18.03.2011 for creating awareness about the election.
* Board Member of The Rotaract Club of UIT for one year from June 2012 to June 2013.

**PERSONAL DETAIL**

* Date of Birth & Age : 18-5-1993 & 22
* Linguistic Abilities : English, Telugu, Tamil.