**NAVEEN**

**NAVEEN.323027@2freemail.com**



**Belief: 'Dedication and professionalism aren't perks, they are preconditions'.**

**Summary**

Management professional with more than 4.5 years of experience in manufacturing& service industry, dealing amid marketing as well as operational areas with a proven track record of developing new business and motivating teams to consistently exceed targets

**Career Objective**

An energetic, passionate & qualified management professional, looking forward to make an identity in marketing & operations space by leveraging the past experience and knowledge acquired in the field

**Career History / Experience**

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| **BRANCH MANAGAER -Writer Safe Guard Private Ltd (July 2015 – September 2016)**Area of Concern: “Business Development & Branch Operations”**Duties & Responsibilities**•Monitoring Sales and Profitability for entire Dakshin Kannada, karwar & Bhatkal.• Being proactive in addressing customer issues • Assess the market conditions and identify prospective sales opportunities. • Generating business from existing account and achieving sales growth • Building healthy business relationship with clients and ensuring maximum customer satisfaction.• Ensuring process adherence as per SLA• Operations Management (Route planning, After Sales Service, TAT’s etc.)• Conducting Audits to monitor safety and security of cash movements• Controlling Operations Cost with specific focus on overtime and fuel charges of fleet.• Handling end to end process of ATM installations• Overall Branch administration. **Project – Process Automation using Android** • Responsible for Android implementation in Karnataka and West Bengal.**Job Accomplishments**• 100% successful Android implementation in the state of Karnataka &West Bengal within 2 months• Increased the total amount of ATM & CIT business by 20% in Mangalore Branch |
| **SENIOR ENGINEERMARKETING & DISTRIBUTION-Minerva Combines** (January 2010 – May 2013)Area of concern: Marketing and Distribution of L&T valves**Duties & Responsibilities**• Profitability, sales & distribution of L&T valves all over Kerala• Maintaining good business relationship with existing clients & developing new markets • Formulating, discounting, pricing, costing strategies & maintaining lead times **Job Accomplishments**• Profitability, Led market launch of new products, identified opportunities, researched new product possibilities, collaborated with engineering team & created campaigns•Performed on-going customer/ market research and demographic profiling to identify & capitalize on unmet needs a head•Earned commendations from client executives for communication deliverables that targeted desired audiences& articulated the value of products & services• Expanded client base by 78% in three years by consistently delivering goal- surpassing marketing results & ensuring complete client satisfaction |

**Academic Qualification**

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| MBA(Marketing &Operations) | 2013- 2015 | Amrita School of Business, Amrita University,  |
| B-Tech(Mechanical) | 2005-2009 | LBS College Of Engineering, Kannur University |

**Leadership Involvements/ Initiations**

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| * Vice president of Auction Game in Asthra – 2014 – Amrita school of business fest
* President of Faculty Management Committee of Rhythm 2k7 (LBS College of Engineering, Kasargod)
* Part of “Amalabharatham” & “ Swatch Bharath “ campaigns initiated by Amrita University
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**Personal Profile**

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| DOB : 31.07.1987 |
| Marital Status : Single |
| Visa status : visit visa valid till Dec 30th (Transferrable) |
| Languages Known : English ,Hindi and Malayalam |
| Hobbies & Interests: : Playing Cricket, Watching Tennis |