**NAVEEN**

[**NAVEEN.323027@2freemail.com**](mailto: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 |

**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 |