Krishnan

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**PROFESSIONAL EXPERIENCE**

**Designation**: Business Development Executive

**Company**: Sugavaneshwara Spinning Mills Pvt Ltd

**Date**: 01/12/2015 to 03/04/2017

**Roles and Responsibility**

* Attended to the needs of existing customers and help in expanding the business through acquiring new customers.
* Liaised with our distributors and played a major role in expanding sales
* Was responsible for export of products.
* Assisted in migration of the company from manual payments to digital payment.

**ACADEMIC DETAILS**

* Completed MPA from James Cook University
* Completed MBA from University of Wales
* Completed Bachelor of Engineering (Mechanical Engineering), From Anna University

**NON-FORMAL COURSES**

* “Business English Certification course” conducted by ESOL which is a wing of CAMBRIDGE University, London

 **PAPER PRESENTED**

* “MUFFLER DESIGN ANALYSIS” presented at IIT Delhi

During my undergraduate study I personally designed a muffler in order to reduce pollution, fuel consumption and increase the efficiency of the engine, I used design software’s to complete the design and this was presented at IIT Delhi

**PROJECTS DONE**

* **“DESIGN AND FABRICTION OF EFFECTIVE MUFFLER**”

This Project was a continuation of my paper, along with 2 members we made a working model of the muffler that I had designed. We were able to prove the efficiency of the muffler by running several tests on the prototype that we can created, apart from this the muffler was installed in car and was tested in real time.

* **“CHARACTERIZATION OF NOVEL DOMESTIC SOLAR WATER HEATER USING PASSIVE HEATING COIL** “

 A new design was proposed and implemented as an alternative to conventional solar water heaters. The project involved altering the conventional methodology used in solar water heaters and to induce a new found method to increase efficiency and minimize corrosion which occurs during the process. Its efficiency was well tested and results were proven to be fruitful and we won the **BEST PROJECT** awardof the mechanical department.

* Research Project on “**WORK STRESS MANAGEMENT**”

I took up a research topic in Organizational Behaviour and Organizational development for my MBA dissertation. Several hypotheses were proposed and a questionnaire was conducted with sample of over 1000 people working in IT industries and there feedback was analyzed using SPSS software and the results were proven to be plausible.

* Research Project on “**ARE TAX SYSTEMS READY FOR THE DIGITAL PAYMENT AGE? A CASE STUDY OF AUSTRALIA**”

The study has been successful in examining the effect of technology improvement and its impact on payment methods. Digital payments and e-tax systems are used in many more countries in addition to Australia. The study explains tax systems within multiple countries and makes clear the risk of tax avoidance when engaged with internet commerce. The usage of financial instruments and methods such as transfer pricing to change the locations of the sources of income was mentioned. Classification of income increases shareholder payments – for example, shifting tax liabilities into lower risk tax branches is an important factor in tax avoidance.

**IN-PLANT TRAINING**

* Velavan Industries, Hosur(suppliers of brake drum to Ashok Leyland)

I took up in-plant training at velavan industries where I learned the entire process of manufacturing brake drums for heavy and light commercial vehicles.

**PROFESSIONAL MEMBERSHIP**

* MDIS Toastmasters Club

During my Tenure in MDIS Toastmasters I held various positions starting from sergeant at arms to President. As treasurer of the club I introduced a set of procedures for book keeping of accounts as well as contacts. When I had to take up the role as President of the club I was the only standing member left and so I began from scratch by recruiting members, I initially had seven members who were appointed as the clubs executive committee and within a year the club was up and running, we had 40 plus members. Well the feat might look absurd however it is to be understood the membership isn’t free of cost and all our members were students, so the crucial task was to urge our members to spend over $100 for the membership every year.

* Was Member of the MDIS student Council

As Council member took part in various recreational activities such as raising funds for old age homes, selling trees to fund wheel chairs and several other activities during our spare time.

**HOBBIES**

* Reading books

**PERSONAL INFORMATION**

* Date of Birth 30-10-1990
* Languages known English And Tamil

Singapore

Date: