**HARI**

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**Summary**

*Results-driven manager, with an expertise experience in mines environment management, community relations and developing support services for sales projects and large-scale mining operation in India. Demonstrated ability to improve process, increase cost efficiency & Sales, develop operational solution, motivate teams and attain major sales goals. Able to drive, deploy and maintain practical, enduring and environmental conscious products with a high degree of client satisfaction. Productive contributor to team projects and self-managed tasks, with the ability to successfully deliver multiple concurrent projects under the tightdeadlines.In Domestic & Export Sales / Logistics Management. Aims to pursue assignment in “Profit Centre Operations”; keen and willing to explore challenging opportunities in the field of “MiningManagement”*

**PROFILE SYNOPSIS**

I possess over 11 years of cross cultural experience rich experience in spearheading Sales, Marketing & Trading, Export sales, Business Development in **Iron ore, Dolomite ore, Ferro vanadium, Blue stone ore&Iron ore Pellet**. Risen through the solid record of contributions that involve identification of new opportunities, streamlined operations, efficient vendor/ client relationship management, to name a few. I have always anchored business operations and have tapping market in China and exported Iron-ore to Chinese steel mills in Orissa; conducted the marketing of Iron-ore lumps and Pellet sales to domestic Sponge plants.I carried out Port Operations with Stevedore agents by obtaining shipping documents from Port Authority and conducting port plot arrangement for effective shipment in time; appointed COA, Sampling Agencies (Ex: SGS, SK MITRA).

I acquired extensive experience of mobilizing LC from overseas buyers and carrying out the post-shipment follow up and settlement of final invoice while calculating cost of FOB, CIF including freight and other components. I worked in close coordination with Ministries (Central & State level), Top govt. Officials as Shah Commissions, Port Authorities, Customs and Excise. I also led the pre-sales activities such as inquiry and quotation, and major business activities such as Pricing, Billing, Shipping, Transportation, Availability check (ATP), Credit Management, Partner Determination, Output Determination, Bill of Materials and Variant Configuration.

I enjoy managing large teams, resulting in better performance and enhanced systems for higher performance of the team. Some of my positives which I can talk about are ability to multitask, good understanding of operational & systemic aspects for providing complete solutions, seeking & harnessing new opportunities and creating win-wins. I possess an ability to establish and maintain effective working relationships across cross-functional teams and diverse individuals at any levels.

**FUNCTIONAL SKILLS**

~ Strategy Planning ~ Export Operations ~ Business Development ~ New Ventures/JVs ~

~ International Sales & Marketing ~ Budgeting/ Cost Estimations ~ Client Relationship Management ~

~ Process Improvement ~ Team Leadership/ Trainings ~ Market/Competitor Analysis ~ New Market Development

~ Product/Brand Promotions ~ Techno-commercial Functions ~ Receivable Management ~ Documentation /MIS ~

~ Credit Control/ Compliances ~ Sourcing & Purchase ~ Supply Chain Management ~ Liaison & Coordination~

~Resource Optimization ~Workshops & Presentations ~Quality Assurance ~Technical Reporting & Documentation

~ Audits & Compliances ~ Application Rollout / Mgmt. ~ Systems Integration ~ Risk Mitigation & Control ~

**EMPLOYMENT HISTORY**

**Jul’10 to Dec’17 with Thriveni Earthmovers Pvt. Ltd., Bhubaneswar as Deputy Manager Sales**

I managed the array of functions including:

* + Experience in Domestic Sales & Marketing International Trading Business Development.
  + Experience in Logistics management: Appointment of Road Transporters, Handling contracts, Indenting Railway rakes.
  + Identifying prospective clients, generating new business from the existing clientele in line with business targets.
  + Mapping client’s requirements & providing best products to suit their requirements; generating business from existing accounts and achieving sales growth.
  + Providing direction, motivation and training to the field sales team, ensuring optimum performance for all operational and sales related issues.

Significantly tapped market in China and exported Iron-ore to Chinese steel mills from their own mines in Karnataka & conducted the marketing of Iron-ore lumps and Pellet sales to domestic Sponge plants and Pig Iron plants.Oversaw the smooth execution of sales promotional strategies such as sales schemes, campaigns, test marketing, free sampling and demonstration programs for market development.

I monitored the product display accuracy & appearance for promotions; ensured presentation pricing and signage are properly displayed to maintain in-stock conditions; also extended marketing support by providing necessary documents, product catalogue through various means like mail, printed brochures to customers and submitting reports to the management.Significantly involved in development of strategies to enlarge the core market base of the company based on market research data while conceptualizing, planning and implementing processes to drive business volume growth with new clients.

I headed business operations, SAP SD activities, developed marketing strategies, studied the elements in sales promotion plan while considering consumer preference to drive business volumes. Pivotal in exploring new markets for industrial machines, contact follow-ups on sales prospects and assign region wise customers to the team members.Worked in close coordination with marketing groups to facilitate functions, setup and coordinate meetings; developing marketing strategies, studying the elements in sales promotion plan; analyzing consumer preference to drive business volumes.

Pivotal in the sourcing and exporting of Iron ore Fines from Indian mines located at Orissa for trading purpose to China.Demonstrated excellence in carrying out the Port Operations with Stevedore agents by obtaining shipping documents from Port Authority and conducting port plot arrangement for effective shipment in time.Imbibed a sense of discipline & team work within the work force for effective and smooth functioning of operations.

**CORE COMPENTENCIES:**

Import / Export :

* Drafted & finalized the complete Sales contract, including the final pricing/contract terms for the iron ore export terms in lieu with the legal compliances and company’s policies & procedures.
* Well versed with the entire export & shipping procedures/ documentation for the Iron ore & Pellets export to China while building and maintaining a long term business relationship for future credit control techniques for smoother business truncations.
* Significantly tapped market in China and exported Iron-ore to Chinese steel mills from their own mines in Orissa & conducted the marketing of Iron-ore lumps and Pellet sales to domestic Sponge plants.
* Instrumental in mobilizing LC from overseas buyers and carrying out the post-shipment, Improved product delivery and streamlined existing systems
* Document Submission for LC clearance in Bank.

**Software Implemented in Mining :SAP**

SAP (Sales & Distribution); SAP HANA SD:

* Manage pre-sales activities such as inquiry and quotation, and major business activities such as Pricing, Billing, Shipping, Transportation, Availability check (ATP), Credit Management, Partner Determination, Output Determination, Bill of Materials and Variant Configuration.
* Defining business process requirements, preparation of scope of SAP SD model, perform Gap Analysis and prepare Business process blue prints (AS-IS & TO-BE), also, conduct User Training and the Preparation of User Training Material
* Configuring and customizing of Sales and Distribution module and its functionality as per company Business Process requirements.
* Configuration of Sales & Distribution documents involving Sales Inquiry, Quotation, Sales Order, Shipping and Invoice; determining price control & condition techniques
* Configuring sales document type, item category type, schedule line category type, delivery document type and billing document type
* Possess the knowledge of Enterprising Structure, Master Data creation, Pricing Control, Partner Determination, Incompletion log, Route Determination, Sales Documents, Basic Shipping Functions, Defining Billing Types & Maintaining Number Ranges
* Configuration & Customization of Enterprise Structure, customer master data, material master data and data sharing among sales teams
* SAP MM/FI Basic knowledge of Customer/Vendor creation, Period Opening & closing, Material Master Creation.

**PREVIOUS WORK EXPERIENCE**

Jul’08 to Jul’10 associated with Max New York Life Insurance as Associate Manager

Jan’07 to Jul’08 associated with Networth Stock Broking Limited as Assistant Manager

Jul’06 to Dec’06 associated with Qualiex E-Business Solution as Team Leader

**ACADEMIC CREDENTIALS**

* MBA (Marketing & Sales) from IBM (Correspondence) in 2012 with 1st class
* B.Tech. (IT) from Anna University (Regular) in 2006 with 1st class
* Computer Application from Sun Microsoft System with 1st class

**KEYWORDCORRAL**

**PERSONALITY TRAITS**

Known to possess strong management skills to help the organization achieve annual and long-range objectives and plans but remain hands-on with attention to detail; a person who rolls up his sleeves. A critical thinker who can analyse and distill significant amounts of data, and communicate it clearly and concisely to colleagues and the board to define the risk-reward relationship.

**PERSONAL SNIPPETS**

Date of Birth: 3rd March 1985

Nationality: Indian

Languages Known: Tamil, English & Hindi

**\*Willing to Relocate**

**REFERENCES & DOCUMENTATION SHALL BE FURNISHED AS & WHEN REQUIRED.**