**ANBARASU**

**Email:** **abarasu.390483@2freemail.com**

**Professional Summery**

Result – Oriented sales& Marketing Professional with over 7 Years of experience with drive to exceed sales goal and generate strong revenue of the business. Motivated and goal –driven record of success in generating repeat business and closing tough sales. Friendly people with great leadership abilities.

 **International Experience**

**Organization Name: RA Mount Pet ltd, SINGAPORE**

**Designation** : **Sales & Admin Manager**

Duration : **36 Months**, **March 2016 to Feb 2019**

**CAMP : West Africa, Ivory Coast March 2016 to Sep 2016**

 **CAMP : Vietnam, Ho chi minh Sep 2016 to Nov 2016**

**CAMP : Indonesia, Surabaya Nov 2016 to Feb 2017**

**CAMP : West Africa, Ivory Coast March 2017 to Sep 2017**

 **Job Responsibility:**

* To conduct a Seasonal Survey of the market to identify the price and quality of the product.
* To Schedule meeting with clients and negotiating business deals.
* Purchase coordination and Quality Control
* Prepare sales contracts with suppliers and follow-up with suppliers/truck tracking
* Supervising administrative staff and reviewing the performance on monthly basis.
* Maintaining warehouse Management and overseeing logistics operations.
* Coordination of ship line/Booking the containers/stuffing/ vessel booking and documentation
* Liaising with head office.
* Managing budgets.

**Organization Name: The Legend Motors Royal Enfield Ltd**

**Designation** : **Sales Manager**

Duration : **10 months** March 2015 to Jan 2016 – Chennai India

**Roles and Responsibility:**

* Managing the sales and administrative functions
* Recruiting, Training, Supervising and appraising staff.
* Maintaining and improving relationships with the client.
* Maintaining Statistical and financial records.
* Dealing with Customer queries and complaints.
* Overseeing pricing and stock control.
* Maximizing profitability and Setting/Meeting sales target, including motivating staff to do so.
* Liaising with head office.

**Organization Name: Kun trucking (Bharat Benz Ltd)**

**Designation** : **Business Development Executive**

Duration : **16 months** Nov 2013 to Feb 2015 –Chennai India

**Organization Name: VST Motors LTD (TATA Motors)**

**Designation** : **Sales Executive**

Duration : **18 Months** April 2012 to Oct 2013 – Chennai India

**Role and Responsibilities**

* Conduct of market research and identifying selling possibilities and evaluating customer needs
* Actively seeking new sales opportunities through cold calling and field marketing, networking and social media, Referral.
* Setting up meetings with potential clients and listen to their wishes and concerns
* Scheduling for Product Demo and Test Drive and promoting new products.
* To attend the walk - in and following up and closing the sale.
* To maintain and expand client database within assigned territory.

**Educational Qualification**

**Master of Business Administration** : University of Pondicherry, India. : Year 2012

 **Bachelor of Commerce :** University of Madras, Chennai, India. : Year 2010

**Technical skills**

* Diploma in 0ffice automation (DOA)
* MS office, Excel, PowerPoint
* Tally 9, Internet use for research

**Personal Details**

Date of Birth : 25 - 04 -1990

Sex : Male

Nationality : Indian

Marital Status : Married

Languages known : Tamil, English, Malayalam (Read, Write and Speak)