**RAGURAMAN**

**Email Id:** raguraman-46403@2freemail.com

**OBJECTIVES:**

To offer a substantial contribution in a highly fast paced organization where I could leverage my knowledge and experience gained to achieve the desired business objective of an organization.

**Professional SUMMARY:**

* Delivered 100% goal attainment .
* Increased the sales 50% over prior year's performance.
* Expanded new business relationships with new companies in the similar field.
* Having experience in fleet management.
* Having good Geographical knowledge about UAE & Oman regions.

**Working Experience**:

* ***Company*:** Trading company in Dubai, UAE
* ***Position*:** Asst.Manager.
* ***Duration*:** From Jul’12 to till date.
* ***Job Profile*:**
* Handling import & export of Minerals like Limestone, Gypsum, GBFS, etc in Oman and UAE Region.
* Preparing Sales Purchase contract for Containerized shipment & Bulk Shipment to buyer.
* Preparing Export Documents as per LC terms to Submit Bank Authorities.
* Preparing supply chain solutions that are recognized for cost effectiveness and efficiency.
* Quoting, price negotiation, contract finalization.
* Chartering Bulk Vessel for loading Dry Cargo.
* Appointing agents at load/discharge port for Bulk Shipments
* Finding vendors for procuring raw materials and necessary supplies
* Finalize Ocean Rate
* Supervised and coordinated in uploading of shipments
* Ensured quality control for shipments
* Maintained inventory counts of all products
* Prepared delivery schedules and contributed in lower operating costs
* Ensured that contractual deadlines and target are met
* Coordinated with Port authorities and public transport departments
* Preparation of daily & monthly reports of MIS, maintain complete logistics documentation. Analysis & periodical comparison of competitor database.
* ***Company*:** Trading company in Dubai, UAE.
* ***Position*:** Sr. Executive.
* ***Duration*:** From 2008 to May’2012.
* ***Job Profile*:**
* Analyzing the Market & Identifying the Opportunities for quarry products and Trucks.
* Handling the operations of around 120 vehicles and fulfill our internal quarries (Gulf Star Minerals & Aggregates quarry, Lime stone quarry, Tawyeen and Alluvium Quarry) and external customers transportation needs.
* Managing and coordinating Sales & Operation Team members.
* Priorities, plan and manage the work, ensuring functional priorities are addressed effectively.
* Regular Co ordinations with the quarry officials and the other internal and external customers.
* Monitor the vehicles productivity.
* Direct activities related to dispatching, routing, and tracking transportation vehicles.
* Routine customer coordination & direct investigations to verify and resolve customer complaints.
* Monitor the operations to ensure that staff members comply with administrative policies and procedures, safety rules, vendor contracts, and government regulations.
* Preparation of daily & monthly reports of MIS, maintain complete logistics and sales documentation. Analysis & periodical comparison of competitor database.
* ***Company*:** FMCG company in Chennai, India.
* ***Position*:** Territory Sales Supervisor.
* ***Duration*:** Aug 2005 to Nov 2008.
* ***Job Profile*:**
* Handling Distribution.
* Managing and coordinating Sales Team members.
* Implementing innovative Schemes to Promote the Products.
* Inviting Key Customers and Distributors.
* Generating Orders from the Distributors.
* Rating Incentives to the Team members.
* Reports Handling.

**EDUCATIONAL QUALIFICATION**:

**Master of Business Administration (Marketing)**  **(2003-2005).**

Sourashtra College, Madurai.

* **AREA OF SPECILIZATION:** Marketing, Human Resource Management.
* **PROJECT:**
* Organization: Pepsi Co India holding Pvt Ltd.
* Duration: 2 Months.
* Title: Market Share Analysis & Refrigerator Preference among the Outlets of PEPSI.
* The project was assigned to me by the company to be done in two phases.
* ***In the first phase I analyzed the market share of PepsiCo in north Zone, Tamilnadu.***
* ***In the second phase analyzed the preference for refrigerators among selected outlet in north Zone, Tamilnadu.***
* **INSTITUTIONAL TRAINING:** Undergone an institutional training in LEEMAN Laboratories Pvt ltd MADURAI, for a period of 45 days.
* **Bachelor of Science (B.Sc) (1999-2002)**
* Yadava Collge, Madurai.

* **Higher Secondary Certificate (H.S.C.) (*1997-1999)***
* *St.Mary’s Hr. Sec. School, Madurai.*
* **Secondary School Leaving Certificate (S.S.L.C.) (*1996-1997)***
* *St.Mary’s Hr. Sec. School, Madurai.*
* **Computer Skill:**
* Visual Basic, Oracle, MS-Office

**PERSONEL DETAILS:**

* Name : RAGURAMAN
* Sex : Male
* Date of birth : 05.03.1982
* Nationality : Indian
* Marital Status : Married
* Driving License : Yes (Valid UAE License)

Declaration:

I hereby declare that the information furnished above is true to the best of my knowledge and belief.

Place: Signature

Date: (Raguraman)