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**JOB OBJECTIVE**

Seeking a responsible and challenging position in a growth oriented progressive organization where my experience and interpersonal skills will significantly contribute to the overall success of the organization and provide opportunities for my career growth.

**PROFESSIONAL SUMMARY**

* Proficiency at grasping new technical concepts quickly and utilizing the same in a productive manner.
* In-depth knowledge of Procurement, Facilities management, Vendor management, Supply chain management, Logistics operation, Warehousing, Distribution management, Micro Marketing and Sales force management.
* Self motivated, hard working and goal-oriented with a high degree of flexibility, creativity, resourcefulness, commitment and optimism
* Comprehensive understanding of ERP, SAP, PLC, SCADA and customer relationship management
* An effective communicator with good analytical and planning skills

**PROFESSIONAL EXPERIENCE**

* **Employer :** Bharti Airtel

**Role :** Territory Sales Manager

**Description**

* + To control the distribution width and depth of the territory.
  + To Network with Channel partners and the dealers and thereby increase penetration.
  + To maximize sales through effective execution and implementation of placement and distribution strategies.

**Years of experience**: 16th Sep 2013 to 22nd Sep 2014

* **Employer :** Melco Electronics world

**Role :** Management trainee

**Description**

* To assist the customer service team in installations of equipments on customer’s business place or home.
* To assist field service engineers in performing scheduled maintenance to prevent mechanical malfunction.
* Working with merchandising team for proper display of home appliances and latest offers.
* Working with sales team in order to educate customer about the specification of the product and closing the deal.

**Years of experience:** 3rd Apr 2013 to 12th Sep 2013

**ACADEMIC DETAILS**

* MBA (Lean Operations & Systems) from Christ University Institute of Management with 65.42% in 2013
* B.Tech. (Electronics & Commn.) from MEA Engineering College, Calicut University with 65.43% in 2011
* 12th from Chalavara Higher Secondary School, HSE Board Kerala with 82.3% in 2007
* 10th from MTI Central School, CBSE Board with 71.6% in 2005

**CERTIFICATIONS**

* Certified in:
* Six Sigma Green Belt from KPMG, Banglore in 2012
* Business Analysis Level-1 from BA ValueBASE, Banglore in 2012

**IT SKILLS**

* Conversant with:
* Basic knowledge in MS Office especially MS Word, MS Excel and MS Power Point
* Basic knowledge in MS Project.
* Expertise in Operating Systems: Windows 98/ Vista/ 7
* Languages known**:** Fundamentals of C

**PROJECTS AND TRAINING**

**Project Title: Lean Manufacturing Through 5S Implementation and MUDA Elimination**.

Organization: Binani Zinc Ltd. Ernakulam, Kerala

Period: Apr’12-May’12

Description: Worked as external executive for the company. Studied the plant processes and identified the areas of improvement required. Worked in a team with plant managers, shift operators in the 5S implementation project. Contributed for fixed point photography, visual communication etc

**Project Title: Organization Structure Study.**

Organization: BSNL, Malappuram, Kerala

Period: May’11

Description: Gained an insight on organizational structure and the functions of different departments of the organization

**Project Title: Ultra Capacitor Based Pyro System of Launch Vehichle.**

Organization: ISRO (VSSC), Thiruvananthapuram, Kerala

Period: Feb’11-JMar’11

Description: The project aimed at designing the circuit for generating ignition signals through six valves of pyro system of the launch vehichle. The signals were powered by the ultra capacitors which is capable of handling huge amount of charge in it. The circuit was designed using Labview software.

**INDUSTRIAL VISITS**

* Visited various industries like Keltron, Himalaya, Toyota Auto Parts Limited and SAIL

**WORKSHOP**

* Attended Learning Curve Simulation Workshop on Cross Functional Decision Making & Business Impact by enParadigm in 2012

**ACHIEVEMENTS**

* Received Best R-Offer performer award in Q1 2013-14.
* Recognized by ZSM for consistent growth in data revenue in the month August 2014.
* Received Kudos points from ZBM for hassle free service in the territory during distribution change.
* Team leader of Resource team for “Chrizellenz-2013”, National Level Management Fest in Christ University.
* Member of PUKAAR, a CSR initiative in Christ University Institute of Management.
* Team leader of Price distribution committee for “Illuminati-10”, Tech fest under the association of Electronics and Communication Department in MEA Engg. College.
* Executive member of Students Union in MEA Engg. College.
* Alumni secretary of MTI Central School.
* Volunteer of NSS club in Chalavara HSS.
* Worked as SPO in Kerala Police during the assembly election under Malappuram DIG

**EXTRAMURAL ACTIVITIES**

* Successfully functioned as a key member of Cricket and Volleyball Team at college level
* Part of the team that twice won state level oppana competition in kerala HSS youth festival

**PERSONAL DETAILS**

Date of Birth: 3rd August, 1988

Languages Known: English, Malayalam and Hindi

Marital Status: Single

**Declaration: I hereby declare that the above furnished details are true to the best of my knowledge.**