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FALCON ID # 24540

Petroleum / Sales Asst / Manager

Residential Country : India Nationality : India
Resume Title : Engineer – Sales & Marketing Notice Period : 30 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
Mba/pgdm	Edith Cowan University	2009	Australia

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Engineer ? Sales & Marketing	Reputed Company	India	04/2011	07/2015
Senior Executive ? Sales And Marketing	Mec International Private Limited	India	02/2010	03/2011
Sales Officer (Trainee)	Dalmia Cement (Bharat) Limited	India	08/2009	02/2010

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

PROFILE SUMMARY

- 5 years & 11 months of experience in Sales and Marketing
- Business, Market, Product Development

- Sales and Distribution in B2B format
- International MBA in Marketing (2009)
- Mechanical Engineering (2008)
- Conceptualising Automation System

ACHIEVEMENTS

- Promoted to position of Senior Engineer – Sales in January, 2014
- Rated “Top-Performer” for the financial year of 2011-12, 2012-13, 2013-14 all the years of service in Toshiba Machines with excellent appraisal, earned very good performance linked reward and high increments
- Highest order booking among all sales engineers during International Exhibition “Plast India 2012”, “Plasti Vision 2013” & “Plast India 2015” (all the exhibitions attended)
- Additions of many new customers
- Bagged many high value orders from various companies

Additional Information :

KEY SKILL

- Effective Customer handling skills
- Correspondence with various types of Customer
- Negotiating skills to complete the sale
- Working and Handling teams
- Rational thinking
- Complaint handling skills

MANAGEMENT PROJECTS

- International Business Project of launching a Milk Serum based Sports drink in India and presented to the panellist of venture capitalists.
- Developed the marketing communication mix for a sports drink for Advanced Integrated Marketing Communication.
- Conducted Market Research and developed strategies for Moser Baer India Ltd and Ice Fili a Russian Ice-cream company as a part of Business Strategy and Strategy in Global Context project.
- Designed an Advertising campaign for a Luxury Pen to be promoted in India, Tourism Board of Rajasthan to be promoted in Australia and for promoting Victoria Secret in Saudi Arabia.
- Developed a complete marketing plan to launch Indian Terrain in Australia as a part of International Marketing.

TECHNICAL PROJECTS

- Analysed the inventory system of Alternator manufacturing division in Lucas TVS, Chennai and advised changes for reducing the Lead Time during January and February 2008.
- 15 days of internship at Integral Coach Factory (ICF), Padi, Chennai in June 2006.

EDUCATION

COURSE INSTITUTE MAJOR DURATION % MARKS

MBA Edith Cowan University, Australia (Extended Campus: Bangalore Management Academy, Bangalore) Marketing July 2008 – July 2009 68.94

B. E. Misrimal Navajee Munoth Jain Engineering College, Chennai Mechanical September 2004 – May 2008 73.7

Higher Secondary Karthigeyan Matriculation Higher Secondary School, Chennai Maths, Physics, Chemistry June 2003 – March 2004 88.75

Matriculation Karthigeyan Matriculation Higher Secondary School, Chennai - June 2001 – March 2002 82.54

LANGUAGES

- English – Expert (Speak, Read, Write)
- Hindi – Expert (Speak, Read, Write)
- Tamil – Expert (Speak)
- Japanese – Beginner (Speak, Read, Write)

PERSONAL DETAILS

- Marital Status – Married
- Male, DOB: 7-12-1986