

RESUME

VIGNESH.S

No.2/125 B2, Malligorai Village, Bearhutti Post
Coonoor
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OBJECTIVE:

To work in a challenging and responsible position in a reputed organization that will enhance my skill sets and make me productive and useful to the organization.

CAREER PROFILE:

M/S Asia Engineering (DHARANI MOTORS) Pvt Ltd, Coimbatore (August 2019-April 2023)

M/S Lakshmi Electrical Drives Pvt Ltd, Coimbatore (September 2023 - Till Date)

Sales & Marketing Engineer - Back End Sales Activity, Despatch Planner, Marketing Executive

- Responding to customer needs, Providing information about new products and Services.
- Negotiation With relevant customer and converting enquiry to order.
- Contact regular and prospective customers to demonstrate products, explain features and solicit orders.
- Offered and provided professional support to sales staff and clients, ensuring that the company's high standard were always fully met.
- Developed and implemented new sales programmes and strategies and collaborated with colleagues on the creation of cost - reduction plans.
- Conducted detailed sales forecasts and maintained confidential documents and records.
- Prepare and deliver technical presentations explaining products or services to current and prospective customers.
- Good exposure in ISO 9001, 140001, 45001 Auditing norms.
- Created sales methods that increased the revenue and making invoices to the customer
- Good exposure in SAP Sales and Distribution module.

STRENGTHS IN CORE:

- Leadership
- Innovative
- Product punctuality
- Team work
- Flexibility and Adaptability

ACADEMIC PROFILE:

- Bachelor's degree in Electrical and Electronics Engineering at SNS College of Engineering, Coimbatore. (Affiliated to Anna University) passed out in 2017 with CGPA of 6.70.
- HSC in St,Antonys Higher Secondary School, Coonoor, passed out in 2013 with 75 %.
- SSLC in St.Antonys Higher secondary school, Coonoor,passed out in 2011,with 84 %.

ACADEMIC SKILLS:

- Presented a paper about "Renewable Energy" in Sri Adhiyaman College of engineering,Hosur.

AREA OF INTEREST:

- Sales and Marketing
- Sales After Market
- Production Planning

PERSONAL SKILLS:

- Good patience & analytical ability.
- Efficient teamwork & adopt the situations.
- I am an analytical dynamic hardworking person. Always willing to keep my work clean perfect .

EXTRA-CURRICULAR ACTIVITIES:

- Secured Second Place in District Level Football Team Player.
- Secured Second Place in The Football tournament held at Park college of engineering.

PERSONAL PROFILE:

Fther`s Name	: Sundaram.M
Mother`s Name	: Vasanthi.J
Date of Birth	: 28.10.1995
Gender	: Male
Nationality	: Indian
Religion	: Hindu
Marital Status	: Un Married
Languages Known	: Tamil,English & Baduga
<u>DECLARATION:</u>	
I hereby declare that the above furnished all information are true to best of my knowledge and belief.	
Place:	Your`s faithfully
Date: (S.VIGNESH)	