

UMA G

BUSINESS DEVELOPMENT OFFICER

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PROFESSIONAL SUMMARY

Accomplished business professional with over 5+ Years of experience in multiple roles & industries. Areas of expertise include project management, customer relationship management, Exceptional communication and interpersonal skill leading to build extra-ordinary & lasting business relationships with clients.

WORK EXPERIENCE

- ❖ **BRIGADE LED PVT LTD**
BUSINESS DEVELOPMENT OFFICER (01-11-2023 to PRESENT)

DESCRIPTION:

BRIGADE LED stands as a pioneering force in LED display manufacturing industry and leading provider of cutting-edge active LED video wall solutions.

ROLES AND RESPONSIBILITIES:

- Identify new market opportunities via market research and initiate contact.
- Lead Generation for a product or service with the goal of turning that interest into a sale
- Create proposals for existing clients to improve their business utilizing company services.
- Generate sales presentations as well as assist junior developers.
- Maintain positive growth in market area.
- Respond to all issues with prompt attention.

- ❖ **HALI PUMPS**
SALES ENGINEER (04-07-2022 to 15-09-2023)

DESCRIPTION:

HALI PUMPS is a leading manufacturer of industrial pumps, Mechanical seals, Hydro-cyclone and PU Mesh for various industries like M-sand industries, Power Plants, Steel plants, Paper mills, Sugar Plants, Infra, Municipal, PHE, Hydropower, CBS, OEM's etc.

ROLES AND RESPONSIBILITIES:

- Preparing and developing technical presentations to explain our company's products or services to customers.
- Discussing equipment needs and system requirements with customers and engineers.
- Making cold calls and follow up with customer.

EDUCATION:

BACHELOR OF TECHNOLOGY IN

- ELECTRICAL AND ELECTRONICS ENGINEERING
- 2015 TO 2019
- COLLEGE OF ENGINEERING MUNNAR

SKILLS:

- Efficient communicative skills (verbal & written).
- Good organization skill & Time Management.
- Team building & work under a team.
- Project management skills & negotiation skills.
- Adaptability to any environment easily.
- Always ready to study new things & acquire knowledge about new technologies.

LANGUAGES KNOWN:

- ENGLISH
- TAMIL
- MALAYALAM
- KANNADA
- HINDI

- Discussing and collaborating with teams to understand customer requirements and provide sales report.
- Create proposals for existing clients to improve their business utilizing company services.

❖ **RV MACHINE TOOLS**
ADMIN & MARKETING ENGINEER

(05-07-2021 to 30-06-2022)

DESCRIPTION:

RV Machine Tools is the manufacturer of **Special Purpose Machines (SPM's)** in Drilling & Tapping machines, Friction Welding & Friction Stir Welding Machines, Automatic Drilling & Tapping using Vibratory bowl feeders and Multi Spindle Drilling & Tapping Heads.

ROLES AND RESPONSIBILITIES:

- Manage correspondence, daily schedules and appointments for the executive team.
- Plan, prepare and co-ordinate events, meetings and conferences.
- Preparing and developing technical presentations to explain our company's products or services to customers.
- Discussing equipment needs and system requirements with customers and engineers.
- Lead Generation for a product or service.
- Making cold calls and follow up with customer.

❖ **KELVIRON TECHNOLOGIES PVT LTD**
ASSISTANT PRODUCTION ENGINEER

(02-11-2019 to 28-02-2021)

DESCRIPTION:

KELVIRON is one of the leading manufacturers and exporters of Environmental simulation chambers such as Environmental test chambers, climatic chambers, walk-in chambers, thermal shock chambers, etc.

ROLES AND RESPONSIBILITIES:

- Electrical panel board wiring.
- Collaborating with multiple departments for final outcome of product.
- Preparing technical documentation including manual and check list.
- Eurotherm Programming.

PERSONAL DETAILS:

DOB: 22-10-1997

Sex: Female

Nationality: Indian

Address: Thanam Nagar,
Karayampalayam Road,
Mylampatti,
Coimbatore - 641 062.