

MAHESH NAGARAJAN

No.4, 31st street, 'C' Sector,

Siva Sakthi Nagar, Annanur(Near Avadi),

Chennai - 600 109.

Ph. No: 9566873469

E-mail ID: maheshbalamech@gmail.com

OBJECTIVE:

Aspiring to grow with a dynamic, fast paced and growth oriented Organization by taking up assignments and completing those successfully.

WORK EXPERIENCE:

“Have nearly 4 years of work experience”

Current Designation: Senior Sales Executive at **Electromech Equipments Sales & Service (Godrej MHE Dealer)**

(April 2019 - Present)

Products Promoted : 1. Material Handling Equipments of **Godrej & Boyce Pvt Ltd**
2. Material Handling Equipments of CROWN (U.S)

Job Responsibilities:

- Generating New Customers (Cold Calling) & Enquiry Generation
- Maintaining Relationship with Existing Customers
- Application Study at Customer Site
- Negotiate with customers on price and product customization
- Following Customers for Purchase Order
- Developing rapport with Service Providers to identify open business opportunities
- Identifying new areas of business opportunity
- Sharing shoulder with Technical Service Team to resolve customer complaints
- Using Salesforce (Software Tool) to update and get the Internal & External data
- Achieving the Sales Target set by the company

Designation: Draftsman in R & D at **Toshiba Machines (CHENNAI) Pvt Ltd**

(March 2018 - March 2019)

Products: 1. Injection Moulding Machines

Designation: Sales & Service Engineer at **Divideep Engineers Pvt Ltd**

(December 2017 - February 2018)

Products Promoted : 1. ISCAR Cutting Tools, 2. KITO Hoists

LOCATION & RESPECTIVE CUSTOMERS OF CURRENT TERRITORY:

- **Locations of Current Territory** : Sriperumbudur, Thiruvallur, Kancheepuram, Poonamallee, Irungatukottai, Ranipet, Ambur, Mannur & Vallam
- BSH(Bosch), KONE Elevators, Hyundai Glovis, SL Lumax, Polyhose, Interplex Electronics, Same Duetz & Fahr, CUMI, Coromandel, Reynolds Pen, etc.

EDUCATION:

Bachelor of Mechanical Engineering in C.ABDUL HAKEEM COLLEGE OF ENGINEERING with 76.3% during JULY 2013 - MAY 2017.

PROJECT HANDLED:

- Undergone work in CFD about the “Investigation of Delta Wing Shaped Paddle” using Ansys fluent (Ansys Workbench).
- ✓ Project paper got selected in CLC 2017 in the International Conference held at Romania

TRAINING UNDERGONE:

- Vocational In plant Training in various divisions of department in Chennai Port Trust
- Industrial visit in Mitsubishi, Vellore
- **Completed Godrej MHE Product Training in Mumbai**

PERSONAL PROFILE:

AGE : 25
FATHER NAME : NAGARAJAN B
DATE OF BIRTH : 10.01.1996
MARITAL STATUS : Bachelor
PASSPORT NO. : P3918972
FIELD OF INTEREST : **INDUSTRIAL SALES**

DECLARATION:

I hereby declare that, all the information provided by me in this resume are true and Complete as per the Educational certificates and other relevant documents.

MAHESH NAGARAJAN