



FINNY VARGHESE

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An Overview

- ✚ More than Fifteen years of experience in the field of **Marketing/Business Development** with reputed companies

Employment Recital

Organization Name	Designation	Tenure	Location
Kitchen Décor- Godrej Kitchens	Buisness Development Manager	Since April 2015-June 2020	Kottayam
WOTEK ENGINEERING SERVICES	Marketing and Sales Manager	Aug '2006 – Sep' 2014	Bangalore
PHOTOCIRCUITS CORPORATION	Quality Assurance Co-coordinator	Feb' 2004 –Jun' 2006	New York
PREM PRECISION TOOLS PVT LTD	Quality Inspector	Oct' 2001 – Mar'2003	Bangalore

Key Highlights

Kitchen Décor- Franchise of Godrej Modular Kitchens
Buisness Development

April '2015 – June 2020

Summary: Since 2015 April-the Year at Kottayam Showroom launched, Worked as Buisness Development Manager at Kitchen Décor,Kottayam- Franchise of Godrej Modular kitchens . Developed the Buisness from scratch to Multi-Crore Buisness by convincing Architects, Interior Designers, Engineers and Builders.

Business Development

Summary: Wotek Engineering Services is an associate company of Wotek Corporation - a USA based engineering trading company serving the Hospitality Industry since 1982. It provides Hotels & Resorts- Laundry / Kitchen Solutions and space management system with world renowned products.

Projects handled:

1. Park plaza, Bangalore 2. Trident, Bangalore 3. Ritz Carlton, Bangalore 4. ITC Grand Chola, Chennai
5. Marriott, Chennai 6. Park Hyatt, Chennai 7. Marriott, Cochin 8. Park Plaza, Cochin.

Key Deliverables:

- ✚ Was completely responsible for Identification of clients, Developing relationship, Introducing the products, Project Management, Execution of projects, Installation & maintenance and customer relationship.

Projects/ Operations:

- ✚ Designing and providing technical assistance for Laundry design.
- ✚ Offering solutions for flexible space management systems- Operable Walls.
- ✚ Developing the project plan.
- ✚ Defining goals, content and schedule for the team members.
Keeping track & reporting the project status with follow up results.
- ✚ Providing technical advice & supporting the sourcing/Logistics team.

Marketing/ Business Development:

- ✚ Track, monitor and evaluate sales data for ensuring satisfaction of sales objectives.
- ✚ Create and carry out action plans for increased market share and profitability.
- ✚ Provide training, motivation and evaluation of a team on sales and services.
- ✚ Product strategies, employ, teach, control and develop executives.
- ✚ To find new clients & maintain good relationship with existing customers.
- ✚ Manage & develop all product range of the company (Kitchen, laundry & Acoustic partitions system-Hufcor) for the territory.
- ✚ Preparation of commercial offers, technical presentation, payment terms (LC / TT) & logistics support
- ✚ Organize widespread marketing and sales functions

Summary: The first manufacturer of printed circuit boards and formerly and one of the largest employers on Long Island, New York.

Key Deliverables

- ✎ Dimensional checking of PWB'S (Printed wiring Board's) using Micrometer, Vernier Caliper's and OPTEK and Contamination checking of PWB's using Omega meter 600
- ✎ Measurement of Copper thickness in PWB using CMI (Coating Measurement Instrument). Measurement of Conductor Line Width by using Scope.
- ✎ Measurement of Solder Thickness by XRF (X-Ray Fluorescence).
- ✎ Cross-Sectional analysis of PWB's and Electrical Testing of PWB's.
- ✎ Thermal analysis of PWB's by using Thermotron and Impedance Testing of PWB's.
- ✎ Checking Solder ability of PWB's and Analysis of Crack Test
- ✎ Preparing first Article Inspection reports, Initial Sample Inspection Reports and Production Part approval process.

Scholastics

Examination	University	Year
MBA(Marketing)	SIKKIM Manipal	2008

Personal Dossier

Age/DOB : 46 / 24-Jul-1974.
Languages : English, Tamil, Malayalam.

Address

Puthusseril House, Pampady P.O, Kottayam Dist., Kerala Pin- 686 502.

