A. Premkumar

Assistant Manager (BDM) - Data link Industrial Corporation

Pothanur, TAMIL NADU, IN 641025

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Seeking a challenging position where I can dedicatedly contribute my skills as a professional, possessing technical skills, being resourceful, hardworking and innovative.

Work Experience

Sr. Executive - Business Development

Unicom Infotel Pvt. Ltd - Coimbatore, Tamil Nadu

December 2017 to Present

Assistant Manager (BDM)

Data link Industrial Corporation - Delhi, Delhi

September 2015 to Present

Products: Computer accessories, Antivirus Software & Printer Consumables
Role: Expanding sales promotion through channel marketing. Coordinating and directing with existing dealers with 5 regions. Promoting the new product in the market. Travelling to various regions to create a friendly relationship with distributors, to solve the sales deficiency and to achieve a sales target as min Rs.5, 00, 000/- billing per month. Direct reporting to Regional office, Delhi about the day today activities with MIS & CRM application, Follow-up with the dealer and distributor for pending payments.

Sales and Service Engineer

Exide Industries Ltd

October 2012 to September 2015

Products: Automobile, Inverter Batteries& Inverters
Role: Record all the sales and service activities using SAP and CRM, Co-ordinate with team and enriched activities in sales and service, Developing new dealer and customer networks, Maintains MIS of survey details of product and service, Reporting to regional office about branch sales and service activities, Closing the escalated calls.

Sales and Service Engineer

Su-kam power systems

August 2011 to September 2012

Products: Automobile, Inverter Batteries& Inverters
Role: Record all the sales and service activities, Developing new customer and increase the potential of business, Organizing sales and service camps

Education

B.E in Electronics & Communication Engineering in Electronics & Communication Engineering
Engineering College - Tiruchchirappalli, Tamil Nadu
2007 to 2011

Education
Intermediate in Vivekananda Higher Sec. School

Education
High School in Govt Higher Sec. School - Kuchanur, TAMIL NADU, IN

Skills / IT Skills

- C (Less than 1 year)
- DHTML (Less than 1 year)
- HTML (Less than 1 year)
- Java (Less than 1 year)
- Life Cycle (Less than 1 year)

Additional Information

Technical skills
Completed "Software Testing" (2011) Certificated courses at STC Technologies, Chennai
Courses of Software Testing
Standards & Procedures Development, System Development Life Cycle & SDLC Testing, Test Case Design & Execution, Automated Test Script Design.

Testing Tools
Segue: Silk Test
HP: Winrunner, QuickTestProfessional, LoadRunner, TestDirector,
IBM: Rational Robot
Language: TSL, C, C++, Java, Visual Basic.
Web Technologies: HTML, DHTML, Java Script, VB Script.
Operating Systems: Windows xp, o7, Linux