

S. Vinith

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Career Objective:

To attain a position that will facilitate me to make the most of my leadership ability, academic knowledge, educational background, an exploit my analytical skills, public relation skills and my communication skills.

Career Highlights:

Company Name: VenPep Solutions

Company profile: VenPep Solutions was launched in 2012 with a vision to build/enhance the tech presence of growing brands, utilizing strategically designed frameworks & tools to help them scale.

JOB PROFILE

Sales Assistant Manager (June - 2022- Till Date)

Roles & Responsibility:

- Offer necessary product knowledge and technical expertise translating into successful sales.
- Publish go-to-market strategy setting up product positioning, target customers and end users.
- Update sales team and dealer network on new software developments.
- Coordinate with sales team to develop selling tools for presentations, demos and trade shows.
- Suggest new product concepts, enhancements and potential new partnerships.
- Set up and publish to ensure Aries personnel are in sync with customer needs and goals.
- Determine, advise, and close software sales agreements with company executives.
- Present proposals on potential client's needs.
- Present quotes and suggest solutions on customer's needs.
- Uncover potential clients needs to sell solutions.
- Update on product information, pricing and contract terms.
- Assist sales through calls and web-based presentations to maintain product positioning and strategies.
- Handle in-depth knowledge of products and technologies, competitors and market conditions.
- Manage industries competitive knowledge to leverage sales cycle.
- Maintain full lifecycle of sales process from prospecting to closure.

Career Timeline :

Company Name:

Just Dial Limited - Certified Internet Consultant (Feb 2021- Sep - 2021)

Roles & Responsibility:

- Identifying business opportunities by identifying individual business owners, SME's,
- Entrepreneurs and Professionals and evaluating their position in the market, researching and
- analyzing sales opportunities.
- To provide presentations and demonstrate our organizations packages and of our services.
- To obtain qualitative business information of the business enterprise he/she visits and explains them
- of the same on how it would be represented to the users of Just dial.
- To explain in detail of our product's features, advantages, benefits, tenure and all the terms and
- conditions related to the product the client is showing interest upon.
- To contribute to persuading the business owners/SME's to become our registered customers which
- shall enhance the productivity of their business.
- To actively play the role of a consultant providing the customers with relevant answers and solutions
- to the query they raise.
- To prepare report by collecting, analyzing, and summarizing information and send the Key Parameter
- Monitor (KPM) report to the reporting managers on daily basis.

JK Dental Traders - Senior Sales consultant & Invoice Support (June 2016- Feb 2021)

Roles & Responsibility:

- Reviews all records associated with bills to ensure accuracy.
- Maintaining positive business relationships to ensure future sales.
- Ensuring that all billing calculations are correct before invoices share to customers.
- Identify the dispute in invoices (Price, Quantity, Quality, Damaged goods) & Resolve it.
- Identify business problems and provide recommendations for improvements.
- Meeting all billing deadlines.
- Performing Sales report in Tally ERP 9 showcases all the transactions that have been made. It also records all the products that have been sold during a certain time frame.
- Participates in audits
- Assist in preparing strategic plan by analyzing trends and forecast.
- Preparing inventory report is a physical or electronic document with numbers representing product we're able to sell now
- Supply management with reports on customer needs, problems, interests,
- Competitive activities, and potential for new products and services.

Certificates:

- National cadet Corps.
- Big Bazaar Internship Program.
- Peter England internship Program.
- Co-ordinate in inter college meet "SIMS fest" Program.
- Co-ordinate in inter college meet "60 seconds to fame" Program.

Education & Qualification:

Course	Name of the Institution	Year of Completion	Marks
MBA (HR and Finance)	Sankara College of Science & Commerce	2014-2016	70%
Bsc., Electronics & Communication System	Sankara College of Science & Commerce	2008-2011	70%
HSC	Thiru VCV govt Hr. Sec. School	2008	60%
SSLC	T.A. Ramalingam Chettiar Hr.sec. School	2006	80%

Strengths:

- Strong analytical ability that reflects in my approach to solving complex problems.
- Decision Making & Team Management.
- In a highly competitive and result oriented environment, I ensure that process control remains in all transactions.
- Strong believer in the adage **"Take care of the process, the results will take care of themselves"**.
- Ensure that there is a strong emphasis on the right kind of research before insights are worked upon.
- Strong team player. Attend training programs which have led to a discernible change in work environment.

Computer knowledge:

- Basic knowledge in computer
- MS office, Power Point Presentation & MS word.
- Outlook, Tally ERP.9 and SAP

Languages Known:

- English – Reading, Writing, Speaking (fluent)
- Tamil – Reading, Writing, Speaking (fluent)
- Malayalam (Speak)

Personal Details:

D.O.B	: 14th of Nov 1990
Father's Name	: K. Subramani (Late)
Religion	: Hindu
Marital Status	: Single
Nationality	: Indian

I hereby declare that the information specified in this document is true to the best of my knowledge.

Date:
Place: Coimbatore

Yours Truly
S.Vinith