

D.Vignesh

Mobile: 9894822284

E-Mail: vigneshcan2989@gmail.com

Experience Summary:

- Having One plus years' experience in an operation as Assistant Manager
- 5 years' Experience of specialized in business development (Sales & Marketing)
- Work hand-in-hand with top management staff concerning work/operational issues and other activities
- Researching the needs of other companies and learning who makes decisions about purchasing.
- Planning and overseeing new marketing initiatives and Creative talents and the ability to solve tough problems.
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- Excellent hands on experience working MS office suite 2003/07, MS excel.

Educational Qualifications:

- M.sc in computer technology (2011-2013) from Kongu engineering college, perundurai, Erode.
- B.sc in computer technology (2008-2011) from Hindustan college of Arts and Science, Coimbatore.

Additional Skills:

- Fluent English : IELTS Band - 6.5.
- Computer Literate : MS Office, word, excels, PowerPoint.

Professional Experience:

Organization: Quess corp (excelus learning solutions) Coimbatore

Role: Centre Manager (Operations) (May 2022 to till Date)

Quess Corp Limited (Quess) is India's leading business services provider, leveraging extensive domain knowledge and future-ready digital platforms to drive client productivity through outsourced solutions. And provide a host of technology-enabled staffing and managed outsourcing services across processes such as sales & marketing, customer care, back office operations, telecom operations, facilities and security management, HR & F&A operations, IT & mobility services, etc.

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Responsibilities:

- Working in skill India projects such as Amber, pmkvy
- Provide support to the operations manager in the day to day running of the organization
- Develop work rules and guidelines for company employees
- Identify what is required for staff to carry out their duties
- Schedule projects and ensure assignments are carried out as planned

Organization: Manjilas food tech pvt ltd (Double horse)

Role: Senior- Area sales executive -Sales and Marketing (January 2021 to March 2022)

Manjilas food tech pvt ltd (Double horse) is a FMCG company located in Kerala its producing traditional food.

Responsibilities:

- Primary and secondary target achievement of the area
- Recording orders and sending details to the sales office.
- Monthly Sales planning and forecasting, taking into account the shelf life, Channel Management & Cost Management
- Month wise business forecasting, bench marking the previous year. Data & aligning with the Annual Operating Plan

Organization: Urban Meat Company (Mezo) (Coimbatore)

Role: Manager-Business Development Sales and Marketing.(September 2019 to November 2020)

Urban Meat Company (Mezo) is a Fast-Moving Consumer Goods (FMCG) Company They producing all kind of meat products Doing Both Retail and Wholesale with client needs and deliver unique and professional services.

Responsibilities:

- Setting sales goals and developing sales strategies. Researching prospects and generating leads.
- Contacting potential and existing customers on the phone, by email, and in person.
- Handling customer questions, inquiries, and complaints.Preparing and sending quote, proposals.
- Meeting daily, weekly, and monthly sales targets. Participating in sales team meetings.

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Organization: D.A Technology Solution (Chennai)

Role: Senior Executive-Business development (July 2017 to October 2019)

DA Technologies is a basic of information technology company Develop different kinds of software's and ERP modules. We recognize client needs and deliver unique and professional services. Creates software's according to the industrial needs and custom applications development. Also providing the IT Consultancy and server support.

Responsibilities:

- Monitor calls to measure performance and fascinate to business strategic objectives.
- Work on a continuous process of evaluating and identifying key behaviors that drive improve customer experience.
- Get appointment with company and forwarding the leads to team.
- Made Direct cold call to the companies and proceed future process to the tele calling persons
- Work on a continuous process of evaluating and identifying key behaviours that drive improve customer experience.

Organization: Just dial limited. (Coimbatore-TN)

Role: Senior Executive-Business development August 2015 To June 2017

Just dial is a company that provides local search for different services in India over the phone and online carry out the Online Marketing Campaigns collecting potential customer database it is search engine operations and e-commerce process drive sales and improve customer experience. Maintained all advertising activities and provided regular updates on traffic.

Responsibilities:

- Developing and preparing financial reports on monthly and periodic basis
- Made Cold call and communicated effectively with customer and generate leads
- Building and maintaining a good rapport with the potential clients
- Assigning tasks related to the creation of financial forecasting metrics and processing
- Maintained all advertising activities and provided regular updates on traffic.