

# KAMALASEKAR NANDHAKUMAR,



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Ernavoor, Chennai - 600057,

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**OVER 19+ Years OF RETAIL EXPERIENCE (STARTING FROM SALES  
EXECUTIVE/OUTLET MANAGER/TERRITORY MANAGER/PROJECTS  
/FRANCHISE MANAGER)**

## **Objective:**

To create sales business strategies and develop existing customer sales, marketing tools and product launching. Strongly believe proactive analysis will lead to the team success.

## **Key Competencies:**

- Franchise Development.
- Franchise Operation's.
- Process management.
- Operational & Data Analysis.
- Business Development.
- Interpersonal relationships.
- Result-driven achiever.
- Multi-tasking ability.
- Attitude to learn from mistakes.
- Problem solving.

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## Work Summary:

### Willows spa

#### Brand servicing & Franchise - Operations Manager (Jan 2018 to till date)

- Create strategies in close coordination with the management.
- Pitching new clients, making client specific sales presentations to prospective clients.
- On board business seller with Brand Assigned.
- Closely interact with the MDs / CEOs/Decision Makers for business sale activities.
- Initiating & developing relationships with key decision makers for business development, Identifying prospective clients from various sectors thereby achieving business targets.
- Approach prospective clients and generate business by doing background work on client information.
- Identify client business needs and business challenges, forecast requirements, and work on proposals for customized business solutions.
- Service existing clients and generate revenue from them.

### NLV Trading Pvt Ltd - Inzta Help

#### Business Development Manager in Operations Department (May 2016 to December 2017)

- Following up new business opportunities and setting up meetings identifying new sales opportunities, pitching products/services to clients and effectively work with them to bring in additional revenue.
- Planning and preparing presentations, Process email marketing leads, writing Proposal / Costing/ Negotiations/ prepare project schedules, review and check procedures and documentation, prepare the release package, Writing reports
- Interact with clients for their technical requirements and communicating the requirement to development team.
- Proactively assesses, clarifies, and validates client needs on an ongoing basis. Providing management with feedback.
- Communicating new product developments to prospective clients. Will be responsible for new client acquisition, revenue growth as well as existing clients' retention and relationship.
- Overseeing the development of marketing literature. Effectively manage all the opportunities, while managing a sales pipeline to achieve targets on a monthly and quarterly basis.

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## Groom India Salon & Spa Pvt Ltd - NATURALS

Manager / Projects Manager / Territory Manager (For Franchise Outlets) - South (May 2010 to April 2016)

- Gather sales information from each Franchise and update the information to the management.
- Responsible for BTL Marketing activities, to generate sales & walk-ins.
- Handling manpower requirements. Joined Naturals as salon manager and was promoted as Area Business manager, was handling salon operations for nearly 7 years, have a vast experience in New salon setting, opened nearly 175 new salons all over south, helping the Franchise partners in setting the salon to set the team and to understand about the business and support the franchise in initial stage and handover the salon to the franchise partners and to Area sales manager.

## Cavinkare Group

Salon Manager - Chennai (September 2005 to April 2010)

- Joined Cavinkare Group of Companies as Assistant Showroom Manager, with my smart and hard work got promoted as showroom manager, handled three big outlets like Mylapore, Kodambakkam and T.Nagar which is 2000 sqft.
- Total maintenance of the outlet, achieve the given targets, allocate shift timings for the staffs, preparing closing stock on weekly basis, arrange the products needed in weekly basis,
- preparing all the reports like monthly presentation, closing stock, attendance for staff do small marketing activities and also to ensure the satisfaction of the clients make them visit my outlet again and to make them as regular and loyal client of my outlet.

## Sree Temple of Gold

Sr.Cashier - Chennai (February 2005 to August 2005)

- Joined Sree Temple of Gold in Chain Section as Customer Sales,
- Later got promoted as Cashier and was handling Billing department as Cashier

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## Odyssey India Ltd

### Customer Support Associate - Chennai (July 2003 to January 2005)

- Prepares for customer inquiries by studying products, services, and customer service processes.
- Responds to customer inquiries by understanding inquiry, reviewing previous inquiries and responses, gathering and researching information, assembling and forwarding information, verifying customer's understanding of information and answer.
- Records customer inquiries by documenting inquiry and response in customers' accounts.
- Improves quality service by recommending improved processes, identifying new product and service applications.
- Accomplishes customer service and organization mission by completing related results as needed. Been in Various departments (Stationery, Music & Gifts section) in arranging the products on regular intervals

## Pizza Corner India Ltd

### Supervisor - Chennai (July 2000 to August 2003)

- Joined in Pizza Corner in Delivery Section, later with my dedication, hard work got an opportunity to work in all departments, like dine - in, product, passed three exams in all the departments & got promoted as Supervisor
- Drive vehicles to designated destinations for customer product deliveries. Drive safely and deliver products within deadlines. Collect payments from customer at the time of product delivery. Provide special care in delivering fragile and hazardous products.
- Analyze delivery address, determine appropriate routes and maintain schedule.
- Report any accidents or injuries to supervisors immediately.
- Perform vehicle inspection such as checking fluid level and tire pressure. Notify supervisors about any major repairs and maintenances. Perform vehicle inspection before and after each trip
- Follow local and state driving laws and road regulations. Maintain the vehicle clean and safe. Maintain driving log, prepare vehicle performance forms and complete daily paperwork.

# KAMALASEKAR NANDHAKUMAR

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## PERSONAL PROFILE

Name : N. Kamalasekar  
Father's Name : S.K. Nandakumar  
  
Date of Birth : 22.07.1979  
Address for Communication : New No.19, Old No.22/A (Back portion)  
Balaji Nagar, Ernavoor,  
Chennai-600057.  
  
Contact Number : +91 9940484584  
E-Mail Address : kamal.naturals@gmail.com  
Qualification : Diploma in Computer Technology  
  
Nationality : Indian  
Religion : Hindu  
Languages Known : English & Tamil  
Extra Curricular Activities : Sports (Athlete) represented District.

I hereby declare that the information given above are true and correct to the best of my knowledge.

Yours truly,

Place : Chennai-57.

(KAMALASEKAR NANDHAKUMAR)