

Vinoth K

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No: 06, Srinivasa Nagar,
2nd Cross Street,
West Tambaram,
Chennai – 600045.

Professional Summary:

Customer focused professional with successful 10 years career in FMCG & UPVC windows sector. Dynamic successful applying Sales and Digital Marketing in busy business environment. Excellent reputation for resolving problems and improving customer satisfaction.

Academic Chronicle:

Examination passed	Board/University	Institute	Year of passing	% of marks
BSc (Maths)	Madras University	Madras University, IDE Building, Chennai	2006	52%
H.S.L.C	Govt. Hr. Sec. School	Nehru Govt. Hr. Sec. School, Chennai	May 2002	76%
S.S.L.C	State Board	Railway Colony Aided Hr. Sec. School. Chennai	March 2000	61%

Work Experience:

Worked as a Branch Manager at “**Ameya Space Pvt Ltd (Godrej Interio)**” from April 2022 to Current date.

Responsibilities:

- Direct all operational aspects including distribution operations, customer service, human resources, administration and sales
- Assess local market conditions and identify current and prospective sales opportunities.
- Develop forecasts, financial objectives and business plans.
- Meet goals and metrics.

- Manage budget and allocate funds appropriately.
- Bring out the best of branch's personnel by providing training, coaching, development and motivation.
- Locate areas of improvement and propose corrective actions that meet challenges and leverage growth opportunities.
- Share knowledge with other branches and headquarters on effective practices, competitive intelligence, business opportunities and needs.
- Address customer and employee satisfaction issues promptly.
- Adhere to high ethical standards, and comply with all regulations/applicable laws.
- Network to improve the presence and reputation of the branch and company.
- Stay abreast of competing markets and provide reports on market movement and penetration.

Worked as a Business Head at “**Sunlight Group**” from January 2020 to March 2022.

Responsibilities:

- Achieved the business leads for UPVC windows in leading promoters.
- Established and managed monthly, quarterly and yearly sales plans.
- Developed in-depth knowledge of each client's business through research and regular on-site meetings.
- Set up calendar with Client's birthdays, Founders day and other special events for professional touch.
- Built and strengthened relationships with industry partners to drive growth.
- Supervised and follow-ups for clients requirements with end to end completed.

Worked as a Sales Officer at “**MTR Foods Pvt. Ltd**” from August 2013 to Dec 2019

Responsibilities:

- Identified and qualified to appoint new distributors to increase sales in key territories.

- Achieved dramatic sales increase by skillfully managing relationships and proactive sales approaches.
- Managed and motivated sales team to increase revenue growth 25%.
- Developed sales strategy based on research of consumer buying trends and market conditions.
- Directed sales support staff in administrative tasks to help sales reps close deals.

Worked as a Sales Representative at “**Pitambari Products Pvt. Ltd**” from July 2010 to June 2013.

Responsibilities:

- Achieved sales target with area wise.
- Follow-ups payment related with distributors end.
- Support for claims related raised queries with agency.
- Met with existing customers and prospects to discuss business needs and recommend optimal solutions.

Skills:

- Industry Expertise. Project & Service Delivery Oversight.
- Advertising Initiatives with Digital marketing.
- English Fluency.
- Balanced Work Ethic.

Personal Strength:

Regular and committed towards jobs with high mental and physical energy levels, can work efficiently, individually as well as in team with high persistence and motive self as well as others to get more.

Extra-Curricular Activities:

- ✓ Organizing various cultural activities & Participated with social environment work.
- ✓ Hobbies (Playing Chess, Cricket, Plant trees and Mindful Meditation)

Personal Details:

Father's Name : Mr. Krishnamoorthy. N (Late)
Mother's Name : Mrs. Chandra Krishnamoorthy
Date of birth : 03-05-1984
Gender : Male
Religion : Hindu
Marital status : Bachelor
Language known : Tamil, English
Contact number : +91 7824895716

DECLARATION

I hereby declare that the particulars furnished above are correct to the best of my knowledge and belief. I ensure to give my quality service with honest and sincerity.

Thanking you

Place :

Yours faithfully,

Date :

(Vinoth. K)