

Arun Kumar

Business Solutions Manager



Contact



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Education

**Diploma in Mechatronics
Engineering (2004 - 2007)**
PSG Polytechnic college,
Coimbatore.

**Bachelors in Mechanical
Engineering (2007 - 2010)**
Kurinji College of Engi-
neering and technology ,
Affiliated to
Anna University, Chennai

Profile

Over 9+ years of professional experience spanning Senior and Middle Management roles in the IT industry holding extensive experience in using technology to solve business problems. Dynamic result oriented leader with a strong track record of performance in turn around and high-paced organization. Keen insight and team approach to drive organizational improvements and implementation of best practices.

It is my passion and dedication to make the web profitable that has helped me to deliver customized digital solutions that match the client needs.

I am open to learning new things working on new domains and applications that will increase my competency and productivity. I can quickly adapt to a new business domain.

Work Experience

Minorilabs, Coimbatore-February 2020 to Still

Minorilabs Pvt Ltd. is a Management Consulting firm which enables clients achieve revenue growth and EBIT improvement by sweating the sales dollar.

Designation: Business Solutions Manager

Job Profile

Key deliverables:

- Business Consulting and effective field assesment by studying the buisness models and processes and benchmarking revenue generation mechanism against industry standards.
- Co-develop strategy and prioritizing solutions that are aimed at delivering competitive adantage.
- Gaining Competitive advantage by messaging for sales pitch, marketing and through leadership.
- Mapping efforts/bandwidth to portfolio and establish STAR model execution approach to aid profitable selling.
- Identifying/mapping solutions to oppurtunities by promoting for solutions driven sales.
- Executing the defined strategy by infusing intelligence into the Marketing and Business Initiation team.
- Audit Relevance of response to incoming RFIs/REFs/RFOs.

Personal Information

Date of Birth : JUNE 16 1989
Father's Name: .R.Kanagaraj
Marital Status : Single
Nationality : Indian

Languages Known

English, Tamil.

Beyond Grip, Coimbatore – May 2018 to January 2020

Beyond Grip is a global Software Service Provider focused on digital transformation empowering business with innovative software solutions.

Designation: Senior Business Development Executive

JOB PROFILE

Key Deliverables:

- Hands-on-experience in end-to-end Sales cycle, project initiation and delivery.
- Lead, coaching and developing a team of Inside sales professionals to maximize individual & overall team potential.
- Coordinate and facilitate delivery of project objectives with project manager & development team.
- Track progress and review project tasks to ensure that certain deadlines are met appropriately.
- Proactively communicate project status, issues & risks to management.
- Organize and facilitate project planning, daily stand up meetings, reviews, retrospectives, demos and other project related meetings.

CG-VAK Software & Exports Ltd, Coimbatore – September 2016 to April 2018

CG-VAK is a global Software Service Provider with markets in USA, Canada, UK, Australia, Ireland, New Zealand and Europe. The company specializes in Outsourced Product Development, helping software companies to develop and maintain their software products across domains.

Designation: Business Consultant.

JOB PROFILE

Key Deliverables:

- Identifying potential prospects and navigating their corporate structure to reach decision makers.
 - Generating qualified leads from social networks (Linkedin, ZoomInfo, Yelp, Yellow Pages, & Manta).
 - Understanding client's needs and present company's relevant solutions to jointly assess synergies.
 - Progressing RFPs as appropriate for next level engagements/discussions.
 - Coordinating technical discussions and closely following up to ensure account wins/closure.
 - Achieving the daily, weekly and monthly targets.
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JK Automation, Chennai.– September 2010 to August 2016

JK Automation is an authorized channel partner of Mitsubishi Electric India Pvt Ltd involved in the business of Factory automation products since 2009.

Designation: Sales Engineer.

JOB PROFILE

Key Deliverables:

- Handling sales of the Factory Automation Products – PLC, HMI, Servo,VFDs.
- Interacting with customers and closing sales, co-ordinate support to the customer, managing the customer relationship on a long term basis.
- Identification and encashment of business, new customer (OEM) development, Project management & Managing and developing relationships with customers.
- Effective co-ordination with service team to commission the system on timely basis to complete order execution, Payment follow up & collection.
- Keep continuous interaction with principle team to improve sales. Visit to the customer along with principle representative for proper understanding the customer requirement and guide them to convert into sales.
- Negotiation and effective usage of Value proposition in winning the orders.The responsibility also includes educating the customer to Buy Right rather than going for some other source looking only for price.
- Preparing the Sales Strategy and plan for identifying prospects and penetrating Market.
- Structured Sales Process understanding and effective coordination Skill with OEM's and End Users.

Major Achievements

During my tenure I have developed the customers like LUCASTVS, JohnsonElectric, GEHealth care, RS Technologies, Apex Engineering, Tespa tools etc. and effectively generated continuous flow of enquiry and many of which has also been regulated into Purchase orders.

Declaration: I, hereby declare that the details furnished above are true and unbiased to the best of my knowledge.

Date:

(K.Arunkumar)