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**S.Premanand**

ph **: +91-9566296179**

* **:** [prem180690@gmail.com](mailto:prem180690@gmail.com)

**Career Objective**

Smart working towards commitments and deadlines to reach my future goals. Implementing innovative ideas and do every work enthusiastically and to serve my best to the Organization by utilization of my creativity and skills.

**Professional Synopsis**

* **Worked with GUINDY MACHINE TOOLS LTD as a sales Engineer from June 2011 to present.**

**Technical Qualifications**

* **Mechanical Engineering Graduate (B.E.)** with sound understanding of various technological concepts.

**Duties & Responsibilities** **Handled**

* Creating customer database.
* Searching for new clients who could benefit from our products in a designated region.
* Make visits to customer place frequently and solving the technical problems.
* Confer with customers and engineers to assess customers’ unique requirements.
* Demonstrate technology aspects of a product.
* Persuading clients that a product or service will best satisfy their needs.
* Negotiating and closing sales by agreeing terms and conditions.
* Conducting customer education programme (cep).
* Quotation follow-ups till order get placed.
* Payment and c-form follow-up.
* Meeting regular sales targets.
* Provide technical support for trade shows, marketing campaigns and other marketing events.
* Make customer call report(CCR) in field and submitting to sales head quarters(shq) daily.
* Maintain productive relationships with the customers to maximize sales growth.

**Academic Credentials**

* + **B.E. in (Mechanical Engineering)** from GKM College of engineering & technology, perungalathur (Anna University) with 68%.
  + +2 from prince matriculation higher secondary school, Chennai-61. (Tamil Nadu State Examination Board) with 79%.
  + 10th from prince matriculation higher secondary school, Chennai-61. (Tamil Nadu State Examination Board) with 80%.

**Software Skills**

* + Operating Systems **:** Window 98/2000/XP/Vista/Window7
  + Software Packages **:** Ms-Office, Auto Cad 2009
  + Design Software’s **:** Pro-E Wildfire 3.0, ANSYS

**Personal Skills**

* Comprehensive problem solving ability.
* Ability to deal with people diplomatically.
* A team facilitator

**Personal Details**

* + Father’s Name **:** S.Subash
  + Date of Birth **:** 18 April 1990
  + Sex **:** Male
  + Marital Status **:** Single
  + Language **:** English, Tamil,Telugu
  + Nationality **:** Indian
  + Permanent Address **:** No :1/31,macmillan colony,nanganallur,Chennai-61.

🕿**: 044 22242389**

**Declaration**

I hereby declare that the information furnished above is true to the best of my knowledge. I assure of my confidence that if given an opportunity I will prove to be an asset of your Esteemed organization.

Date:

Station: chennai S.Premanand