

Velmurugan T

16/82 Thangaraj nagar, Arasu colony Panchamadevi Karur-639004

E-mail: t.velmurugan@yahoo.com

Contact No: 9841002584

SALES, MARKETING & OPERATION PROFESSIONAL
With proven acumen in the entire gamut of Sales Operations

PROFILE & STRENGTHS

- ❖ Seasoned & consummate professional, having about **3 years 9 months** of **experience in the entire spectrum of Sales & Marketing, Business Development**, in conjunction with excellent understanding of business dynamics & updated market knowledge combined with creative strategies.
- ❖ Comprehensive understanding & sound practical & insightful exposure to various aspects associated to Sales Operations, Management, Multi-channel Product Distribution, Acquisitions and Strategic Planning with growth oriented business.
- ❖ **Self-motivated, self- starter & hard working**, with a can-do attitude, I think on my feet, look at challenges as opportunities, extremely productive in high stress environment, capable of **multi-tasking**; enriched with **logical reasoning & problem-solving skills**.
- ❖ Superlative **leadership qualities** with excellent analytical skills with demonstrated capability to effectively use manpower & motivate professionals to maximize levels of productivity.
- ❖ Highly energetic & systematic, with excellent **communication & inter-personal skills** & a commendable track record of **increasing revenues, establishing strong dealer networks, streamlining**.
- ❖ **Target-oriented** individual with **proven managerial acumen** backed by focused energies with an innovative approach towards designing & implementing innovative business strategies, fostering business growth & target achievements.

CORE COMPETENCIES

- | | |
|--|---|
| ♦ Sales & Business Development | ♦ Coordination/ Relationship Mgmt |
| ♦ Analytical/ Costing Skills | ♦ Customer Acquisition Retention |
| ♦ People Management Skills | ♦ Product Promotion/BrandBuilding / Concept |
| ♦ Visionary Leadership & Team Building | selling |

WORK EXPERIENCE

Reliance Securities Ltd, chennai

MAR'2015 to present

- Handling existing client and recruiting new clients.
- Covering cost through pre paid brokerage.
- Want to cover two time cost through insurance.

JRG Fin Corp Ltd(*Inditrade Capital Ltd*), Chennai. JUN '2013 to FEB'2015

Assistant Manager - Chennai

- Handle existing clients and have to recruiting new HNI clients for Margin funding, broking , life insurance and MF business.
- Generating revenue from New and existing clients.
- On field demonstration and observation.
- Developing a strong alignment with other departments.
- Leveraging new products and new initiatives..
- Maintaining and developing relationship with the customer.

ANGEL BROKING PVT LTD

JUN'2011-MAY'2013

Senior relation executive, Chennai

- Primary responsibility is to generate new DEMAT & Trading accounts
- Maintaining relationships with customers to achieve repeat/ referral business.
- Handled the generation of daily sales, market share reports.
- Review of the Transaction done.

Achievement:

- Got two times south zone sales top performer award.
- Being pan india top performer in LMS(Lead management system)
- Got appraisal through CPP(Career progression plan)
- Cleared NISM-Series-V-A: Mutual Fund Distributors Certification Examination.

Educational Information

Masters in Business Administration (Finance & Marketing) 2009-2011

Hindusthan college of engineering and technology.

2 year full time regular course offered by Anna university coimbatore.

Bachelor of Physics 2006-2009

Bishop heber college Trichy.

3 year full time regular course offered by Bharathidasan university.

Personal Information

Date of Birth: July 3,1989

Marital Status: UnMarried

Nationality: Indian

Activities

* Listening to Music, Traveling, Reading books.

I Hereby above given details are best of my knowledge

Place:

Date:

Yours sincerely

Velmurugan T