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| 151130CS2406195  **MAGESHWARAN S**  **Middle Level Assignments**Sales and Client Relationship ManagementA result-oriented professional with expertise in Sales Operations and generating leads to acquire new customers.  Industry Preference:Retail / Logistics / Telecommunications  phone18x18icon9940293619mail18x18iconmageshwaran9032@yahoo.com / mmmagesh28@gmail.com | | |
|  | | |
| core24x24iconsCore Competencies |  | knowledge24x24iconsProfile Summary |
| |  | | --- | | Sales Operations | |  | | Documentation | |  | | Brand Management | |  | | Market Research | |  | | Client Relationship Management | |  | | Business Planning | |  | | Reporting & Documentation | |  | | * Senior Financial Service Manager with over 3 years of experience in Life Insurance, Retail, Logistics & Information Technology * B.Tech. (Information Technology) from Anna University with experience in Store Management, Sales Operations and   Technical Support   * Microsoft Certified Professional with sound knowledge of subjects such as C, C++, JAVA & Software Testing * Skills in organizing, interpreting and communicating market information / data to facilitate the decision making process of the top management * Nurtured business relationships with current and prospective customers in the assigned territory / market segment to generate new business for the organization’s products / services * Chalked out methods to determine the best methods of promoting products; developed and updated knowledge of own products and the products of their competitors * Experienced in analysing latest market trends and tracking competitor’s activities to provide valuable inputs for fine tuning marketing strategies / plans * A team player with strong interpersonal and analytical skills |
|  | | |
| core24x24iconsSoft Skills |  | softskills24x24iconsIT Skills |
| softskills-small-green-editable  Communicator  Innovator Thinker  Collaborator Intuitive  Team Player |  | 151130CS2406195itskills |
|  |  | career24x24iconsCareer Timeline  CMS Info Systems as FMS Engineer  ICICI Prudential Life Insurance as Senior Financial Service Manager  timeline-green-3blockseditable  Mar’14 – Mar’15  Sep’12 – Jan’14  Gensius as Store Manager  Since Sep’15 |
| edu24x24iconsEducation  **B.Tech. (Information Technology)** from Anna University, Chennai in 2010; secured 70%  **12th** from St. Joseph Higher Secondary School, Chennai in 2005; secured 65%  **10th** from Don Basco Matric School, Chennai in 2003; secured 60% |  |

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| exp24x24iconsWork Experience |  | |
| **Sep’15-Feb’16** |  | **ICICI Prudential Life Insurance, Chennai as Senior Financial Service Manager**  **Role:**   * Assigning tasks for developing and implementing insurance policies for insurance holders * Preparing & maintaining insurance policy records * Managing the tasks of checking premium records on a regular basis * Assisting Insurance Sales Team in achieving monthly sales targets   **Significant Accomplishments:**   * Increased business by 12% in 2015 years through development and implementation of customized marketing campaigns * Boosted monthly applications to 40 completions per month by identifying and developing clientele through networking and research |
| **Mar’14 – Mar’15** |  | **Gensius Pvt. Ltd., Erode as Store Manager**  **Significant Achievements:**   * Successfully rebuilt business by refocusing sales/marketing strategy on referral and channel relationships * Strategically managed and grew distributor relationships, evaluating their performance region by region and identifying opportunities to seek deeper market penetration * Consistently exceeded revenue quota and individual product objectives by over 25% * Facilitated & participated in weekly account planning/forecasting sessions and hosted training sessions to increase knowledge, motivate, and inspire team to achieve results * Augmented revenue by 35%through various promotional activities in public places such as malls * Identified target markets and established successful plans to develop them, thereby bringing in INR 3-4 lakhs worth additional revenue |
| **Sep’12 – Jan’14**    **Oct’10 – Sep’12** |  | **CMS Info Systems Pvt. Ltd., Chennai as FMS Engineer**  **Role:**   * Managed the service requests through phone * Provided remote support through Phone, RealVNC & Remote   Desktop Connection   * Supervised user’s quarries and solved them * Installed, configured and troubleshot Windows XP, Windows 7 & Windows Server 2003 Operating System   **D R Logistics, Chennai as Technical Support Executive / Sales Executive – Kotak Mahindra**  *(Lotus Notes: Configuration and Troubleshooting - Until latest version)*  **Role:**   * Catered to service requests, user’s quarries through phone and   solved them   * Provided remote support through Phone, RealVNC and Remote   Desktop Connection   * Managed the escalation matrix; resolved Virus related incidents * Installed, configured and troubleshot MS Outlook, Printers, Windows XP, Windows 7 and Windows Server 2003 Operating System * Processed cargo claims which involved liaising and following up with forwarders, carriers and other related functions on damages and losses for outbound shipments * Investigated and addressed inventory discrepancy with third party freight forwarder in a timely manner; conducted periodic cycle counts and bi-yearly annual stock takes |

Academic Project:

**Title: Motion Detection Sensor Security System**

**Period:** Mar’09 – Apr’09 (1 month)

**Software Used:** Embedded System

**Team Size:** 2

**Description:** The objective of Motion Detection Sensor Security wasto avoid unwanted person in respected area it will automatically capture the photo and it will record the video.

**Key Learning:** Uploading embedded information into the system to identify personnel.

Personal Details

Date of Birth: 17th July 1988

Languages Known: English & Tamil

Permanent Address: Plot # 163, Flat # 5 d, 4th Main Road, Thiruvalluvar Nagar, Chennai - 600118