

# ARULMURUGAN.N

## Area Sales Manager.

- Well experienced in sales & marketing for over 10 years. Well exposed to dealer management and man management.
- Due to vast experience i can display my skills and strategies to large extend which will make organaization to have a phenomenal growth in a professional way and make me to grow personally too.

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### Experience details

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- Company : Kovax Abrasives South Asia Pvt.Ltd.
- Designation : Area Sales Manager.
- Duration : Jan 2020 - Presently working.

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#### Company profile:

- Kovax is the leading manufacturer of japanese coated abrasives since 1930. Our rigid quality control and well organized manufacturing facilities, and advanced technical knowledge ensures top quality and innovative abrasive products for automotive, wood-working, and many more industrial uses.

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#### Roles and Responsibilities :

- Identifying and appointing new channel partners for the assigned territory.
- Handling distribution channels and retail network.
- Taking responsibilities of primary and secondary sales for assigned territory.
- Leading and training for the sales team.
- Allocation of target and set goals to sales team.
- Planning and executing according the sales forecasting.
- Regular market visit and analysis of competitor mapping.
- Monitoring daily, weekly and monthly reports.
- After sales issues handling and achieving the targets.

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- Company : Waxpol Industries Limited.
  - Designation : Area Sales Executive.
  - Duration : Sep 2016 - Dec 2019.
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#### Company profile :

- The journey of waxpol industries started in the year 1950 with one product the auto polish. The waxpol industries limited, the flagship company of the waxpol group is an innovation and quality driven international organization and a pioneer in asia in the manufacture and marketing of polishes, car care products, car body shop products, brake fluids, coolants , specialty oils, lubricants and greases, etc.
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### Contact Details

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#### Mobile Number

**+91-9566218203.**

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#### Email Id

**ARMARUL89@GMAIL.COM**

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### Academic Profile

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- U.G. Degree : B.E.
- Specialization : Mechanical Engineering.
- College : Thangavelu Engineering College.
- Duration : 2006 - 2010.
- University : Anna University.
- Percentage : 64%.
- Class : First Class.
- Course type : Regular.

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- P.G. Degree : M.B.A.
  - Specialization : Marketing & Production.
  - College : A.R.M. College of Engineering and Technology.
  - Duration : 2011 - 2013.
  - University : Anna University.
  - Percentage : 68%.
  - Class : First Class.
  - Course type : Regular.
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## Professional Expertise

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- Appointing Functional Distributors.
- Dealer Management.
- Credit Control.
- Man Management.
- Team Handling.
- Inventory Control.
- Devised Novel Schemes.

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## Personal Details

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- Sex : Male.
- Date of Birth : 07/03/1989.
- Age : 35.
- Marital Status : Married.
- Spouse : Housewife.
- Childrens : 2.

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## Address Details

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- No.2 , Anna street,  
Velachery main road,  
Chennai -600 042.

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## Languages Known

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- Tamil.
- English.

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## Decalaration

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- I hereby declare that the information furnished above is true to the best of my knowledge.

- Signature : Arulmurugan.N.
- Date : As Current Date only.
- Place : Chennai.

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## Roles and Responsibilities :

- Identifying and appointing new channel partners for the assigned territory.
- Handling distribution channels and retail network.
- Taking responsibilities of primary and secondary sales for assigned territory.
- Maintain and monitoring of inventory control for channel partners and retailers.
- Quality and applications issues are sorted out on the spot.
- After sales issues handling and achieving the targets.

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- Company : Ncl Alltek & Seccolor Ltd.
  - Designation : Sales Executive.
  - Duration : Jun 2013 - Aug 2016.
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## Company profile :

- Ncl alltek & seccolor limited is the first company in india to manufacture putty (textured paints) with its two decades of experience in acrylic putty market, alltek started manufacture of white cement based wall putty known as skim coat. It manufactures different grades and different finishes for interior and exterior applications like plain, granular, textured and other designer finishes to suit various tastes of architects, builders and interior designers.

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## Roles and Responsibilities :

- Handling distribution channels and retail network.
- Regular market visit and analysis of competitor mapping.
- Conducting promotional activities like stall erection and contacting end users.
- Taking responsibilities of secondary sales for assigned territory.
- Increasing the volume of business in assigned territory.
- After sales issues handling and achieving the targets.

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## Employment Details :

- Present annual ctc : Rs. 6,20,000 -/-
  - Monthly take home salary : Rs.41,200 -/-
  - Fixed pay : Rs. 5,18,400 -/-
  - Variable pay : Rs. 1,01,592 -/-
  - Expected annual ctc : Rs. 8,00,000 or Negotiable -/-
  - Notice period : One month.
  - Reason for change : Carrier growth.
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