

## **NALLATHAMBI.M**

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### **OBJECTIVE**

Intend to build a career with leading corporate of Hi-tech environment with committed & dedicated people, which will help me to explore myself fully and realize my potential. Willing to work as a key player in challenging & creative environment.

### **STRENGTH**

- Respected executive with notable 4+ years career leading into sales and marketing operation.
- Planned, developed, and coordinated product training for channel partners
- Demonstrate and present use of various products in order to persuade potential buyers to purchase products directly at various trade shows
- Lead strategic planning and mission building initiatives for sales and marketing.

### **KEY COMPETENCIES AND SKILLS**

- Business Development & Expansion Skills
- Market planning & Positioning
- Sales Team Building & Leadership
- Profit and Loss Management
- Negotiation
- Staff development and Motivation

### **WORK EXPERIENCE**

**Tata Consultancy Services Through Core Integra Consulting Services pvt ltd.**

**Business Development Executive (Software), (Feb 2020 – June 2020)**

- Listening to customer requirements and presenting appropriately to make sales
- Cold calling to arrange meetings with potential customers to prospect for new business. Responding to incoming mails and phone queries
- Created and developed sales strategies, and business development plan for territory

- Presents and promotes the TCS iON ,ERP ,CRM, HRMS solutions and creates new avenues for revenue growth using both direct and indirect channels.
- Establishes and develops long-term and mutually beneficial strategic relationships with companies for the purpose of creating strong partnerships.
- Demonstrate the software to customer and create healthy funnel for future business
- Responsible for meeting potential customers so as to win new business/clients, maintaining good relationships with existing customers and gaining repeat business wherever possible.
- Problem solving by applying logical and lateral thinking to issues and then coming up with viable solutions.

### **Vouch Application Pvt Ltd**

**Business Development Executive** (Software), chennai (Nov 2019 – Jan 2020)

- Listening to customer requirements and presenting appropriately to make sales
- Created and developed sales strategies, and business development plan for territory
- Presents and promotes the Vouch product; creates new avenues for revenue growth using both direct and indirect channels.
- Establishes and develops long-term and mutually beneficial strategic relationships with companies for the purpose of creating strong partnerships.
- Demonstrate the software to customer and create healthy funnel for future business

### **Monotech Systems Ltd**

**Sales Executive** (3D Printer), Ambattur (Nov 2017- Oct 2019)

- Listening to customer requirements and presenting appropriately to make sales
- Maintaining and developing relationships with existing customers in person via calls and mails
- Cold calling to arrange meetings with potential customers to prospect for new business. Responding to incoming mails and phone queries
- Acting as a contact between a company and its existing and potential markets
- Negotiating the terms of agreement and closing sales. Gathering market and customer information
- Representing the organization at trade exhibitions, events and demonstrations
- Negotiating on price, costs, delivery and specifications with buyers and managers
- Advising on forthcoming product developments and discussing special promotions. Creating detailed proposal document.
- Recording sales and order information and sending copies to the sales office or entering into a computer system
- Reviewing your own sales performance, aiming to meet or exceed targets
- Making accurate, rapid cost calculations and providing customers with quotations
- Attending team meetings and sharing best practices with them

**Edelweiss Broking Pvt Ltd****Executive (Demat Account ), T Nagar (Aug 2015-Nov 2017)**

- Responsible for meeting potential customers so as to win new business/clients, maintaining good relationships with existing customers and gaining repeat business wherever possible.
- Good at building relationships across different levels and with people from all social or cultural backgrounds.
- Problem solving by applying logical and lateral thinking to issues and then coming up with viable solutions.

**EDUCATIONAL QUALIFICATION****B.Tech (E.C.E) Part time in Aarupadai veedu institute of technology - Chennai**

Year of passing : 2017-2020

Percentage : Studying

University : Deemed

**DECE in Sri sai ram polytechnic college – Chennai**

Year of Passing : 2007-2010

Percentage : 61%

Board : DOTE

**SSLC in Jaigopal Garodia National Hr sec.school,**

Year of Passing : 2006-2007

Percentage : 59%

Board : state board

**PERSONAL DETAILS**

Father's Name : Mr.N.MuniSamy

Date of Birth : 23.11.1992

Sex : Male

Marital Status : Married

Nationality : Indian

Languages Known : English, Tamil,

**DECLARATION**

I hereby declare that all the particulars stated in the resume are true to my knowledge and belief.

Place:

Signature

Date:

(M.NALLATHAMBI)

