



C.RAJESH CHINNAKUTTY

Specialisation : Marketing & Operations

DOB : 24/03/1989

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Career Objective:

To Make a Career and Excel in Sales

Year	University / Board	Qualification	Percentage	Grade
2013-2015	Institute of Public Enterprise	PGDM	65	First Class
2008-2011	Nagpur University, Maharashtra	Graduation	61	First Class
2005-2008	M.S.B.T. E	Diploma	60	First Class

Summary

- Have **3.7 Years** of Experience in **Corporate Sales**.
- Customer Relations and Promotional activities.
- Negotiation skills.
- **Good in Interpersonal Communication Skills, Team Lead and Team player**

Projects / Job Experience

Corporate Account Manager Alliance Pro IT India Pvt Ltd (April 2015 – Till Date)

- Highly successful in building relations with upper level decision makers, seizing control of critical problem areas and delivering on client commitments.
- Sound Knowledge in selling packaged software's & services in Microsoft, VMware, Redhat, Adobe, Symantec, Fortinet, Cyberoam, other business software etc.
- Exposure to clients in various Domains – BFSI, Pharma, Retail, Manufacturing, ISVs. Experienced in working with Enterprise and SMB accounts.
- Understand pain areas of customers; address them with the appropriate product, technology, solution.

Sales Executive Sequel Ford pvt Ltd (Nov 2011 – May 2013)

- Hands on Experience on Sequel Ford information Management system.
- Involved in building and maintaining customer Relations.
- Involved in Promotional activities.
- Communication with the superior with the report generated for a rational decision making.

Summer Internship Project

Title : Analyzing the perception of customers towards the competitor's products and processes by doing competitive analysis at Bajaj Steel Industries Limited.

Professional Summary:

In today's market, you must know what your competitors are doing and what to do to stay ahead of the competition. Many businesses believe that they are providing a good product to their customers, but do they have reliable information showing how customers perceive their product or how it compares to the competition.

To study market position & strategies of Bajaj & its competitors.

To study the brand preferences for ginning equipment.

To know the factor which influence the customer to purchase Bajaj steel product in contrast to

competitors.

To understand the customer's perception towards Bajaj steel products.

Core Competencies

Commitment, Hard Working, Self-Learner, Willingness to explore and learn new thing

Additional Information

Software Skills : MS-Office, SPSS, Azure Portal, Adobe Portal, VMware

Personal Details

- Father's name: **B. Chinnakutty**
- Date of Birth: **24 March 1989**
- **Languages known:** English, Hindi, Kannada, Telgu (No-voice) Tamil (Mother tongue)

DECLARATION

I hereby declare that the information given above is true to the best of my Knowledge. I will make it my earnest endeavor to discharge competently and carefully the duties you may be pleased to entrust with me.

(RAJESH CHINNAKUTTY)