

MUTHU SARAVANAN KUMARASWAMY

Chintalapudi Mandalam, Chintalapudi, West Godavari, Andhra Pradesh – 534460
muthusaravanan3639@gmail.com , <https://www.linkedin.com/in/saravanan-muthu-2416b9280> , DOB: 12 June 1992, Contact no: 9848599213.

EDUCATION:

Andhra University | Marketing and Finance (MBA) |
South Campus, Andhra University, Visakhapatnam, Andhra Pradesh | 2016
Cumulative **GPA:** A Grade

Acharya Nagarjuna University | Bachelor of Physical Education (B.P. Ed.) |
Nagarjuna Nagar, Guntur, Andhra Pradesh | 2014
Cumulative **GPA:** 1st Class with Distinction

Geethams Degree College | B. Sc (electronics)
Sathupally, Telangana | 2012

Cumulative **GPA:** 89%
Board of Intermediate Education, Sadhana Inter College |
Vijayawada, Andhra Pradesh, India | 2009

Cumulative **GPA:** 94%
Board of Secondary Education, Vivekananda gurukulam high school
Andhra Pradesh, India | 2007

Cumulative **GPA:** 97 %

SKILLS:

- **Technical Skills:** Proficient in Microsoft Office Suite (Word, Excel, PowerPoint)
- Proficiency in Word, including document creation, formatting, and editing.
- Mail Communications and Internet Browsing

Languages:

- English, Telugu, Hindi

EXPERIENCE:

Name of Employer: Bluestone solutions private limited, Hyderabad, Telangana

Position held: Area sales manager (ASM)

Duration: Jan 2024 to Present

Description of Activities Performed:

I was responsible for overseeing sales operations within the designated region, driving sales growth, and achieving revenue targets. My role involved developing and implementing strategic sales plans, managing and mentoring a team of sales representatives, and establishing strong relationships with key clients and stakeholders. I conducted market analysis to identify new business opportunities, monitored sales performance, and provided regular reports to senior management.

Name of Employer: Viva volt, Andhra Pradesh, Telangana

Position held: Territory sales manager (TSM)

Duration: 2022 to 2023 December

Description of Activities Performed:

I was responsible for driving sales and revenue growth within an assigned geographic area. has involved in developing and executing strategic sales plans to achieve targets, identifying and pursuing new business opportunities, and maintaining strong relationships with existing clients.

Name of Employer: Astragen India Private Limited, Hyderabad, Telangana

Position held: Development Manager

Duration: 2019 to 2022

Description of Activities Performed:

Have led the planning and execution of product development projects, ensuring alignment with the company's strategic goals. My responsibilities included managing a team of developers, overseeing the entire product lifecycle from conception to launch, and coordinating cross-functional teams to ensure timely delivery. I conducted market research to identify emerging trends and customer needs, which informed the development of innovative solutions.

Name of Employer: LG

Position held: Team Manager

Duration: 2017 - 2019

Description of Activities Performed:

I was responsible for overseeing a diverse team, ensuring the achievement of sales targets and operational goals. My role involved setting clear objectives, providing regular feedback, and conducting performance evaluations to drive team productivity and morale. I coordinated training sessions to enhance team members' skills and knowledge, ensuring they were well-equipped to handle customer inquiries and technical issues.

Name of Employer: Videocon

Position held: Team Leader

Duration: 2015 - 2017

Description of Activities Performed:

Has led a dynamic team, ensuring the delivery of exceptional customer service and meeting sales targets. My responsibilities included setting performance goals, providing coaching and mentoring to team members, and conducting regular performance reviews. I coordinated training sessions to enhance the team's product knowledge and customer handling skills.

Name of Employer: 3-D printers

Position held: Executive

Duration: 2013 - 2015

Description of Activities Performed:

My responsibilities included overseeing the production process, maintaining quality control, and coordinating with the sales team to meet customer demands. I was involved in client consultations to understand their specific needs and provided technical support and guidance.

INTERESTS:

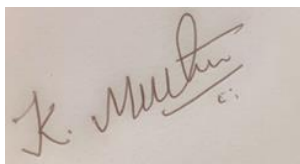
- Browsing Internet
- Building and maintaining strong relationships with clients and customers to foster loyalty
- Playing Cricket
- Watching Movies
- Participation in eco-friendly practices

PROFESSIONAL SKILLS:

1. Ability to analyze market trends, identify opportunities, and understand the competitive landscape to inform sales strategies.
2. Strong leadership skills to manage, motivate, and guide a sales team towards achieving individual and collective goals.
3. Excellent verbal and written communication abilities to effectively convey information, negotiate deals, and collaborate with team members and clients.
4. Effective problem-solving skills to address challenges, resolve customer issues, and adapt to changing market conditions.

DECLARATION:

I, the undersigned, certify that, to the best of my knowledge and belief, this CV is accurate.



(Muthu Saravanan Kumaraswamy)

Signature of Personnel

Date (06/ August/2024)