

## M.MATHANAMATHAV

31A/64, Indra Nagar,

North Street,

09626731119

[mathanamathav.m@gmail.com](mailto:mathanamathav.m@gmail.com)

Madurai – 625009.

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### **Career Objective:**

To put my skills adroitly in my workplace, that would chisel my professional and personal expertise, to elevate your corporation and me in the global market.

### **Academic Chronicle:**

- Completed B.E (Aeronautical Engineering) at V.S.B.Engineering College, Karur, Anna University, Chennai. Secured 78.60%.
- Completed HSC at V.H.N Higher Secondary school at Madurai. Secured 73.33%.
- Completed SSLC standard at V.H.N Higher Secondary School at Madurai, secured 80.66%.

### **WORK EXPERIENCE:**

- Working as **Business Development Executive** in **Aeronitrix** since Jan' 2016 – Till Date

### **Roles & Responsibilities:**

- Recognize the needs of the consumer and provide detailed information to the consumer about the technical specifications of the computer software offered by the company.
  - Takes orders over the phone and in person.
  - Advises customers on technical matters and recommends appropriate computer configurations.
  - Solicits information about computer needs from customers.
  - Negotiate price for the sale.
  - Provide technical support after merchandise is purchased.
  - Construct sales pitches and presentations.
  - Travel to areas where needs are projected.
  - Stay abreast of market trends.
  - Assist with the company helpline.
  - Serve as a customer service rep for customers who have questions or difficulties.
  - Demonstrate product features before a sale.
  - Help customers maximize the use of software features.
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- Worked as **Corporate Sales Executive** in **Aeronitrix** from Jan' 2015 to Dec' 2015, Madurai.

**Roles & Responsibilities:**

- Identify and qualify leads by cold calling prospective corporate clients with a view to secure a minimum of but not limited to 6 face-to-face new business meetings per week.
  - Follow up all incoming leads, determining the best way of establishing contact with the client to establish their needs and present an appropriate corporate solution
  - Discuss specific client needs or contractual arrangements with the Business Manager before sign off by the client
  - Presentation of the work program to prospective clients and the employees of prospective clients
  - Work in cooperation with Area Managers to identify potential at work leaders and to resource new meetings with an appropriate leader
  - Maintain a suitable base of leaders with required skills, knowledge and presentation abilities to be able to deliver Meetings in the corporate environment
  - Ensuring proper servicing and after sales support to clients.
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- Worked as **MAFS/ RO** in **SDSC SHAR** from NOV' 2013 to NOV' 2014, Sriharikota, AP.
  - Worked as **Quality Engineer** in **Dynamic Engineers Pvt Ltd** from Jun'2011 to Jun' 2013, Chennai.

**Personal Strengths & Skills:**

- Smart worker.
- Team worker, Adaptive nature, Easy Minded
- Strong planning, organizational and team leadership
- Confident and poised in interactions with individuals of all levels
- Analytical Ensure

**Area of Interest:**

- Marketing Research.
- Sales management.
- Direct Marketing.

**Personal Details:**

Father's Name	:	R. Murugesan
Date of Birth	:	07/05/1988
Languages Known	:	Tamil, English, and Telugu.

**Declaration:**

I hereby declare that information and facts stated herein and above are true and correct to the best of my knowledge and belief.

**M.MATHANAMATHAV**