

## MURALI G

# 89 "Krishna Krupa" Sy.No.225, Samethanahalli, Near to New Panchayat Office,  
Anugondanahalli Hobli, Via Kadugodi, Hoskote Taluk, Bangalore – 560 067, Karnataka. INDIA  
Tel: +91-80- 2245 9937 (Res) Mobile: 098804 28005 E-Mail:gundurao.murali@gmail.com



### Career Objective

Seeking for an opening in the field of Sales & Coordination, Industrial Marketing, and OEM Business Development with a growth oriented organization.

### Professional Profile

- Overall 17years of work experience in Sales, Marketing, Business Development, OEM Sales & Corporate Sales.
- Co-coordinating with Public & Private Limited companies namely Indian Railways, BHEL, Crompton & Greaves, SAIL, Jindal, HAL, Sabic, Saudi Aramco,Voltas,along with after market sector like Steel, Cement, Power, Mining, Hydro, Paper, Thermal, Wind, Infosys, Atos, P&G, Flipkart, Quintiles, Altisource,,...And many more.

### Core Competencies

- |                        |                        |                          |                              |
|------------------------|------------------------|--------------------------|------------------------------|
| - Business Development | - Business Forecasting | - Top Level Relationship | - Sales & Co-ordination      |
| - Tender Management    | - Product Development  | -Inventory Management    | - Customer Relations         |
| - Energy conservation  | - Liaisoning           | - Cost Reduction         | - Training & Team Management |

### Major Career Achievements

- Handling & retaining more then 200+ client's across India & adding new clients
- Converting trail orders into regular by consistent follow up with new & existing clients
- Constant Liaisoning with Ministry of Railways, RDSO & other concerned authorities for trail & approval of new products
- Organizing Seminars, participating in trade shows & exhibitions for promoting existing & new products.
- Venturing new sectors for business expansion & to increase the sales turnover of the company
- Maintaining cordial relation between manufacturer & end user

### Areas of Expertise

Business Development  
Customer Relationship Management  
Team Management

OEM's  
Industrial & Corporate Sales  
Inventory Management

### Academic Profile

Course	Institution	Year of Passing	Grade
Diploma in Automobile Engineering	Sri Venkateswara Institute of Technology, Bangalore (Affiliated to Board of Technical Education)	1996	II Class
SSLC	Viswa Kala Niketan Model English High School, Bangalore	1991	II Class

### Additional Qualification, Training& Certification

Course	Institution	Duration
Autotech Service Course	Royal Enfield Motors Limited, Chennai	1 Week
Tooling Technology Course	Small Industries Service Institute, Bangalore	1 Week
Hydraulic & Pneumatic Course	Advanced Vocational Training Systems(A Project of GOI/GOK/UNDP/ILO)	1 Week
Pro/Engineer	Engineers & Engineers, Bangalore	3 Months
Mechanical CADD(2000R)	CADD Center, Training Services, Bangalore	6 Months

### Computer Skills

- Packages: MS Office 2007 & 2010
- PRO/E 2000i, Auto CADD Rel- 2000

### Brief Summary of Experience

Name of Organization	Designation	Duration	From	To
Ductmaster India Pvt Ltd, Bangalore	Sales In Charge	1.10 Years	July 2014	March 2016
Space Management Systems India Pvt Ltd Bangalore	Sales Coordinator	2.8Years	Oct 2011	June 2014
Mersen India Pvt Ltd, Bangalore ( Formerly,Carbone Lorraine India Pvt. Ltd)	Assistant Area Manager	0.9 Years	June 2010	March 2011
Schunk Metal & Carbon (India) Pvt Ltd, Bangalore	Assistant Marketing Manager	2.8 Years	April 2007	Nov 2009
Taurus Engineers Pvt Ltd, Bangalore	Sales Engineer	4.10 Years	May 2002	March 2007
Madhus Enterprises, Bangalore	Sales & Service Engineer	2.8 Years	Sept 1999	April 2002
Shree Meenakshi Motors, Bangalore	Workshop Supervisor	3.1 Years	July 1996	July 1999

### Detailed Summary of Work Experience & Job Responsibilities

#### ❖ Ductmaster India Pvt Ltd, Bangalore

#### Organisation Profile:

Ductmaster India Pvt Ltd are into manufacturing of manufacturers and exporters of Flexible Ducting and ancillary items for the Air Conditioning and Heating Industry

Industry : Air Conditioning and Heating Industry (HVAC)

Major Clients : Ductmaster Air Pty Ltd, All Air, Gland Pharma, National Commercial Corporation, Enviro India,Voltas & many more

Duration : July 2014 to March 2016

Position : Sales in Charge

Reporting to : Managing Director

**Job responsibilities:**

- Build market for the manufactured products across India
- Coordinating with production & other departments for speedy manufacturing & dispatch of Flexible Ducts to client's
- Payments & 'C' form follow up
- Prepare cost calculation & submit Quotation/Bids
- To visit customer places for getting the feedback
- Established good working relationships with clients

**❖ Space Management Systems India Pvt Ltd, Bangalore**

**Organisation Profile:**

Space Management Systems India Pvt Ltd is into manufacturing of Modular Office Furniture having full-fledged manufacturing & assembling facility at Bangalore. Major requirement of office modular systems from ITES & BPO's are been supplied by Space Management.

Industry : Modular Office Furniture

Major Clients : Altisource Business Solutions, Philips, Dell, Quintiles, Mphasis & many more.

Duration : Oct 2011 to June 2014

Position : Sales Coordinator

Reporting to : General Manager & Managing Director

**Job responsibilities:**

- Organising mock up of Work stations at client's place & later on following up with client's for getting the P.O
- Coordinating with production & other departments for speedy manufacturing & dispatch to Work stations to client's
- Payments & 'C' form follow up
- Prepare cost calculation & submit Quotation/Bids
- To visit customer places for getting the feedback
- Established good working relationships with clients

**❖ Mersen India Pvt Ltd, Bangalore**

**Organisation Profile:**

Mersen India Pvt Ltd is a France based MNC which has its global presence all over the world. Mersen India Pvt Ltd is manufacturers of Carbon Brush, Current Collector Carbon Strips, Brush Holders, Carbon Block, Slip rings, High Temperature Carbon Blocks etc.

Industry : Industrial Engineering

Major Clients : India Railways, OEM like Kirloskar Electric Co., Crompton & Greaves Ltd, Integrated Electric Co., BHEL, Suzlon, ABB & also supply to After Market Industrial sector like Steel, Paper, Cement, Mining, Power, Sugar, Textile

Duration : June 2010 to March 2011

Position : Assistant Area Manager

Reporting to : General Manager

**Job responsibilities:**

- Build market for the products
- Regular interaction with customers for getting proper feedback.
- Payments & 'C' form follow up.
- Prepare cost calculation & submit Quotation/Tenders
- To visit customer places for getting the feedback performance of the supplied products.

**Major Accomplishments:**

Built client base of 200 customers, which is the highest in the company

Organized promotional & awareness camps at customers place. Overall company sales got improved

**❖ Schunk Metal & Carbon (India) Pvt Ltd, Bangalore**

**Organization Profile:**

Schunk Metal & Carbon (India) Pvt Ltd is a German MNC manufacturing of top quality products such as Carbon brush, Brush Holders, Current Collector Strips, Pantograph for high speed application in Indian Railways.

Industry : Manufacturing Industrial Products

Major Clients: Indian Railways, OEM like Kirloskar Electric Co., Crompton & Greaves Ltd, Integrated Electric Co., BHEL, Suzlon, Siemens & also supply to After Market Industrial Sector such as Steel, Paper, Cement, Mining, Power, Sugar, etc

Duration : April 2007 to November 2009

Position : Assistant Marketing Manager

Reporting to : Managing Director

**Job Responsibilities:**

- Build market for the products
- To visit customer places for getting the feedback performance of the products.
- Looking after new product trials at customer place.
- Regular interaction with customers for getting proper feedback.
- Payments follow up.
- Regular interaction with RDSO, CLW for new product approval
- Build strategies to widen the market.
- Prepare cost calculation & submit Quotation.

**Major Accomplishments:**

Recruited, trained, and motivated 10-members Marketing, Liaison team at 5 Locations.

Sold more than Rs.10,00,000/ worth of ex-stock materials which was been lying from past 5 years

Participated in Rail Tech - 2007 showcased our products which in turn got lot of new customers & business

**❖ Taurus Engineers Pvt Ltd, Bangalore**

**Organization Profile:**

Taurus Engineers Pvt Ltd is dealers for Larsen & Toubro Ltd for marketing Industrial Welding Products and, Also dealers for GE NDT products.

Industry : Industrial Trading

Major Clients : Indian Railways, HAL, BEML, TVS, Ashok Leyland & many more

Duration : May 2002 to March 2007

Position : Sales Engineer

Reporting to : Managing Director

**Job Responsibilities:**

- Sales & Service of Agency products
- Responsible for business development
- Negotiating with respective Railway zone for Tenders and payment follow up.
- Coordination & Operational Management

**Major Accomplishments:**

Recruited, trained, and motivated 3-members marketing/coordinating team at 3 Locations.

Entered new territory for Sales Promotion

**❖ Madhus Enterprises, Bangalore**

Organisation Profile: Madhus Enterprises are all India dealers for Hoffman Garage equipment's Germany.

Industry : Industrial Equipments

Major Clients : Ceat Shoppe's across India, Telco, Bajaj, all major four & two wheeler service centers

Duration : September 1999 to April 2002

Position : Sales & Service Engineer

Reporting to : Sales/Service Manager

**Job responsibilities:**

- Sales and Service management
- Organizing advertisement camps & promotional activists
- Responsible for installation and payment follow up

**❖ Shree Meenakshi Motors, Bangalore****Organization Profile:**

Service centre for all kinds of 100cc motor bikes

Designation : Workshop Supervisor

Industry : Automobile

Major Clients : All 100cc bikes & Scooters

Duration : July 1996 to April 1999

Position : Work Shop Supervisor

Reporting to : Proprietor

**Job responsibilities:**

- Service and Spares management
- Labour and administrative management
- Responsible for warranty claims

**Areas of Strength**

- Good team leader accomplishing a common objective
- Quick learn and achieving the desired results
- Positive attitude
- Ability to analyse problems and issues and to solve the same successfully
- Sincere, efficient, patient, smart and hardworking

## Personal Details

Name in Full : Murali G  
Name of Father : Mr. Gundu Rao K  
Name of Mother : Mrs. Suvarna L  
Age & Date of Birth : 44 years, 20-05-1975  
Place of Birth : Bangalore  
Permanent Address : # 89"Krishna Krupa" Sy.No.225, Samethanahalli, Near to New Panchayat office,  
Anugondanahalli Hobli, Via Kadugodi, Hoskote Taluk, Bangalore - 560067  
Nationality : Indian  
Gender : Male  
Marital Status : Married  
Dependants : 4 (Wife, Daughter, Father & Mother)  
Driving License No : Two & Four Wheeler DL.No.PDL8404/99-00&valid up to.09.09.2019  
Blood Group : "O+ve"  
Passport Details : J7973778 (Issue Date: 25/07/2011 & Expiry Date: 24/07/2021)  
Permanent Account No : AMYPM1821B  
Aadhar No : 489282071649  
Languages Proficiency : To Read & Write – Kannada, English Hindi & Telugu  
: To Speak – Kannada, English, Hindi, Tamil, & Telugu

## Other Information

Current Salary : Rs.5.0LPA  
Expected Salary : As Per Company standards and negotiable  
Notice period : Can join within 15 days from the date of official confirmation from new company  
Location preference : Bangalore

## Personal References

Reference	Reference
Suresh G Rao - Lead Auditor M/s.Bureau Veritas Certification (India) Private Ltd # 3 <sup>rd</sup> Floor, Kalburgi Square, Deshpande Nagar, Hubli – 580029 ( Karnataka) Mob: 98459 90670 E-Mail: suresh.gopinath@in.bureauveritas.com	Praveen Kumar S – Managing Director M/s. Space Management Systems India Private Limited # 14/2, Bilwaradahalli, Gottigere Jigani Hobli, Anekal Taluk, Bangalore, Karnataka – 560083 Ph: 080 65666686 Mob: 9845189759 E-Mail:enquiries@spacems.com
Mr.Omi Alex Bhagtahi – Managing Director M/s. Ductmaster India Pvt Ltd # 76, Doddenakkkundi Industrial Area, 2 <sup>nd</sup> Phase, Mahadevapura Bangalore – 560048 Ph:9844040520 Mail:info@ductmasterindia.com	Mr.V.I.Perumal - Managing Director M/s.Mersen India Pvt Regd.Office: 98/5, Wheeler Road Extension Cooke Town, Bangalore – 560084 Ph: 080-25480078 Mr.D.Basak – General Manager Ph:9900950430

**Declaration**

I here by declare all the information furnished by me is true to the best of my ability

Station: Bangalore

Date :

(Murali G)