

**Contact Address** : No: 291, PVM Complex, 1st Floor, Post Office Odai Street,  
Theni - 625531. ( Opp To Malligai Mahal )  
**Mobile Phone** : +91 9841511375.  
**E-mail** : guru\_bcs@yahoo.co.in

### **Career Objective**

- To seek a challenging position in the organization, which can fully exploit my inherent abilities and professional skills while being resourceful and innovative thereby leading to the growth of the organization.

### **Experience**

❖ Company: **Cartosat Technologies Pvt Ltd**

Duration: June 2018 to August 2020

Title Held: Sales Manager

**Roles & Responsibilities:**

- Meeting mid and large sized Transport, Logistics & Corporates.
- Monitoring of Logistics & Deliveries pertaining to specific accounts / customers.
- Responsible for achieving monthly and annual targets.
- Prepare quotations, proposals and presentations based on the customer's product and service requirements.
- To ensure timely execution & collection of payments from time to time.
- Handling routine Sales related correspondence independently.
- Co-ordination with Service Team on a regular basis.
- Responsible for customer retention.

❖ Company: **Nyletech Solutions Pvt Ltd**

Duration: May 2017 to May 2018

Title Held: Sales Manager

**Roles & Responsibilities:**

- Meeting mid and large sized Transport, Logistics & Corporates.
- Promoting of our GPS Tracking Device to Prospects.
- Providing GPS Demo to Clients.
- Prepare quotations, proposals and presentations based on the customer's product and service requirements.
- Customization of GPS Solutions suiting to Prospects requirements.
- To ensure timely execution & collection of payments from time to time.

❖ Company: **Asset Trackr Pvt Ltd**

Duration: April 2013 to May 2017

Title Held: Sales Manager

**Roles & Responsibilities:**

- Establishing new, and maintaining existing, long-term relationships with customers.
- Meet assigned targets for profitable sales volume and strategic objectives in assigned territory/accounts.
- Prepare quotations, proposals and presentations based on the customer's product and service requirements.
- Support marketing activities by attending trade shows and other marketing events.
- Making presentations and demonstrating how a product will meet client needs.
- To ensure timely execution & collection of payments from time to time.

❖ Company: **Vodafone South Ltd ( Forte Solutions Pvt Ltd )**

Duration: July 2012 to March 2013

Title Held: Account Manager

**Roles & Responsibilities:**

- Visiting SME customers to Selling Internet Leased Line,MPLS-VPN, and PRI.
- Managing key customers and building long-term relationships leading to increased business for Company
- Resolving key client issues and complaints
- Meets assigned targets for profitable sales volume and retention objectives in assigned accounts base.

❖ Company: **Reliance HR Services Pvt Ltd**

Duration: April 2010 to March 2012

Title Held: Senior Sales Executive

**Roles & Responsibilities:**

- Visiting SME & Individual customers to Selling Wimax,DIA, Leased Line,MPLS-VPN, and PRI.
- Understand their exact needs for utilization and get the details from existing service provider.
- Convince them with the varied Data & Voice products range available in our company's portfolio and provide them the best with the assistance from the Technical team.
- Follow Up for Payment Collection.

❖ Company: **PentaCAD**

Duration: May 2008 to March 2010

Title Held: Senior Sales Executive

**Roles & Responsibilities:**

- Experience in Selling Software's like Pro/Engineer, Pro/E – University Plus, Pro/Mechanica, and I-CAD.
- Visiting Industrial customers both Small and Medium Scale.
- Understand their exact needs for utilization of CAD/CAM Software's.
- Convince them with the varied software products range available in our company's portfolio and provide them the best Service.

**Computer proficiency**

Packages : MS OFFICE,

**Achievements**

- I achieved Best Performer 1<sup>st</sup> Place in Monthly & Weekly Target

**Extra Curricular Activities**

- N.S.S Team leader (Lead Team of 100 Members) & Achieved Best Volunteer Award.

**Hobbies**

- Social Activities & Listening Music.

**Educational Qualifications**

Year of passing	Institute/University	Degree/Examination	Percentage
2006-2008	Tagore Engineering College [Affiliated to Anna University]. Chennai	Master of Business Administration [M.B.A]	67%
2003-2006	K.C.S.Kasi Nadar College [Affiliated to Madras University]. Chennai.	Bachelor of Corporate Secretary ship [B.C.S]	57%
2003	K.C.Sankaralinga Nadar Higher Secondary School.Chennai	H.S.C	64%
2001	K.C.Sankaralinga Nadar Higher Secondary School.Chennai.	S.S.L.C	59%

## Personal Details

**Date of Birth** : 29/04/1986  
**Nationality** : Indian  
**Religion** : Hindu  
**Gender** : Male  
**Marital Status** : Married  
**Address** : No: 291, PVM Complex, 1<sup>st</sup> Floor, Post Office Odai Street,  
Theni – 625531 ( Opp to Malligai Mahal ).  
**Languages Known** : English, Tamil.

**Place:** Theni

**Date:** (R.Gurusamy)