

### Resume of Raju.R [rajuragavendran@yahoo.co.in](mailto:rajuragavendran@yahoo.co.in)

#### Career Objective

* To have a cutting edge in the business throughout performance of the Targets marked for through Marketing skills and Project/Product knowledge

**Presently employed with Aurangabad based company as Regional Head South and incharge of the branch in Coimbatore.**

**Area of Operation Tamilnadu, Karnataka, Andrapradesh and Kerala.**

**Nature of Job getting approvals from all departments and appointing dealers in all districts.**

**Employed with Rathnagiri Impex Private Limited from December 2015 to March 2017**

**Area of operation Entire Tamilnadu**

Achievements: Bagged order from Tamilnadu Government for 750 sprayers to be supplied to entire Tiruvanamali District and Kanchipuram District through AE Office at Thiruvallur.

Bagged 250 nos of pole pruner, Foggers from Salem District for chopping the branches in Dharnmapuri District, Yercaud and Salem.

**Employed with Southern Agro Engines Pvt Limited Chennai as Regional Manager for promoting Vijai Villiers diesel engines, Weeders, Power Tillers, Brush cutters through Dealer network and associated with Agricultural Department for approval**

**Period From January 2013 To November 2015**

**Achievements’**: Order for 24 Power tillers and Rice Transplanters from Kerala Agricultural Department and also taken order for 125 Brush cutters from Horticulture department Kerala to supply in Idukki District.

**Areas Of Operation**: Tamilnadu, Kerala, Andra Pradesh and Karnataka.

Dealer net work: Appointed dealers in the entire district for Engines and Brush cutters.

**Travel**: Almost 25 days in the above said areas.

**Employed as Manager Projects and Zonal in charge of M/s Unicorn Power Solutions Pvt. Ltd. Cochin (an ISO 9001-2001 Certified) Period June 2001 to December 2012.**

**Exposure:** -

Marketing and Projects:-

* Heading both projects and marketing division for FG Wilson diesel generators and GE,DELTA UPS SYSTEMS covering whole of south India.
* Exposure on the same involves end to end working from Budgeting, preparing quotations, negotiations and marketing for the same
* Exposure in the field of Telecom to Aircel, TATA, BSNL, and Vodafone on collecting the orders for Generators and execution till Acceptance Test is completed.
* Presently co-coordinating with IndusTowers for CAMC for total package of Generators through -out South India.
* Having exposure with other operators like IDEA, Reliance.
* Associated with Nortel communications Delhi for their Infrastructure at Chennai and Kerala. -

**Achievements :-**

Employed as Assistant Manager with M/s C.S.Vennal Naidu and sons Pvt. Ltd, Coimbatore for the period Dec 1996 to Dec 2000:-

Exposure to promotion of Caterpillar Engines

* Selling of Generators varying capacities from 250 Kva to 2000 Kva to various sectors like Textile, Leather, Latex Industries, and CommercialBuildings through major Electrical Consultant and Architects.

Employed as Senior sales engineer in M/s.S& S power switch-gears Limited, Chennai for the period Oct 1988 to Nov 1996:-

* Exposure as a resident engineer covering Coimabatore and Kerala, promoting HRC fuses and MCB’s.
* Company started manufacturing MCBs in the year 1997 and within one year and six months, the product was rated at number 2 in Coimbatore and Kerala with stiff competence from MDS, Havells, Indo Asian and Standard switchgear.

Worked as sales engineer with VIVIN & Company, Coimbatore for the period June 1982- September 1988:-

* Profile handled involves promoting the Siemens Switchgears and motors.
* Learning stage trained up in all departments including handling of Sales Tax Commercial Tax and stock verification.

#### Educational qualifications

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **SN** | **Particulars** | **Month and Year of passing** | **College and University** | **% of Marks** |
| 1 | Diploma in Electrical Engineering | April 1982 | PSG Polytechnic, Coimbatore, UnderBharathiyarUniversity. | 79 |
| 2 | SSLC | April 1979 | Mani higher secondary school, Coimbatore. Under secondary school leaving certificate. | 87 |

#### Achievements

* **Professional**

Selected twice as the best sales man in S and S power switchgear Ltd, chennai.

#### Extra curricular activities

* Training in managerial and personality development
* Cricket Player represented Coimbatore District

#### Personal details

Name : RajuRagavendran (Raju.R)

Father Name : K.N Ragavendran

Address of Communication : A 12 THASAMI ENCLAVE

UPPLIPALAYAM COIMBATORE-641 015

Mobile number : 09600091810

Date of birth : May 22 1963

Marital status : Single

Language Known:

To Read, write and Speak : English, Tamil, Malayalam,

## To speak : Hindi, Kannada,Telugu

**Raju.R**

**Place : Coimbatore**

**Date : 2019-04-01**