



Contact Me



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Doddabommasandra,
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India

About Me

Gender

Male

Birth Date

24/05/1989

Marital Status

Unmarried

Language Know

English, Hindi, Kannada,
Telugu, Tamil

Other Info

Skills

Business Developer (New Business Generation as well as Maintaining the present Clients)

Team Handling

(Motivating the Team by discussing about the leads and lags of Business in the Market)

Programmer (PLC, SCADA, HMI and Mainly Industrial Automation Projects)

Communication (As a BD, will mainly concentrate on building relationships which brings the business in future)

Lead Generation

(Cold Calls and Email Conversations, Gathering clients from the Business Networks)

Project Management

(Handling Clients as well as Technical Team to deliver the Project on Time by Smart Work)

Hobby

Long drives And Music,
Meeting New People And Places, Tech News And Photoshop Works

Ashok Kumar KC



Career Objective

To be a part of Organization that provides an atmosphere of mutual growth and benefits, where I can show my talent and potential.



Education

AMC Engineering College | VTU

2015 | BE (Electronics And Communication)

55 Percentage

Venkatadri Independent PU College | Karnataka State Board

2007 | PCMB

78 Percentage

SFS School | Karnataka State Board

2005 | SSLC

84 Percentage



Experience

USV LTD | Business Executive

Nov 2010 to Sep 2011

Medical Sales, Meeting Doctors and Chemist and Stockist for Lead Generation, B2B and B2C Sales, Achieving Monthly Targets in the assigned areas, New Business Generation by acquiring new clients.

Products : Tablets and IVs
Region : Bangalore

SAA Contractors And Builders | Territory Business Manager

Oct 2011 to Jun 2014

Technical and Corporate Sales, B2B as well as B2C Sales, Cold Calls and Email Marketing For Client Appointments, Product Demonstrations, Team Handling, Revenue Generation by Targeting new Clients.

Products : Heavy Construction Machinaries
Region: All Over Karnataka

SCA (Affiliated To IPA Pvt Ltd) | Site Engineer

Aug 2014 to Feb 2015

Programming and Installations of the Industrial Automaton Projects, Technical Support throught the Project for Bugs reports, Commissioning for the Project Completion.

Products : PLC, SCADA, HMI, Other Industrial Protocols
Region : Karnataka and Tamilnadu

KCS Automations | Business Development And Project Manager

Feb 2015

Identifying and developing new streams for long term revenue growth, Maintaining relationships with clients for repeat and referral business, Using public informal and personnel network for lead generation, Tapping New Markets and co ordinating with channel partners to penetrate these segments to expand business and generate income, Client Meetings and Attending Corporate Seminars for Business expansion, Project Management, AMCs and Account Closures for YTD.

Products : Customized Industrial Automaton, Smart Home Automations, Electrical and Electronic device controls, Indoor and Outdoor Light Controls, PLC/HMI/SCADA (Omron,Delta,Siemens,ABB) Programmed Devices, CCTV Securities, Boom barriers, IR Devices, Motion Sensors, Automatic Door locks, Biometric Devices, RFID, AMCs, Other Industrial Protocols as per the Client requirements.

Region : South India - Domestic (Mainly Karnataka and Tamilnadu and Andrapradesh)



Declaration

I hereby declare that all the above facts are true to best of my knowledge.

Ashok Kumar KC