

RESUME

MUTHUKUMARAN.P

Pl.No.253, 4th Street,
Padmavathy Nagar Extn.,
Selaiyur, Chennai-600073

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CAREER OBJECTIVE:

Intend to build a career with leading corporate of hi-tech environment with committed & dedicated people, which will help me to explore myself fully and realize my potential.

WORK EXPERIENCE:

Company	M/s Channelplay Ltd. (Microsoft)
Position	Business Development Manager
Field	IT Sales
Experience	3 Month (April'16 – Present)
Roles & Responsibilities	<ul style="list-style-type: none">Identify potential clients, and the decision makers within the client organization.Develop effective working relationships with customers through regular meetings and identify and obtain further sales and business development opportunities.Manage product promoters and drive sales through the team.Research and build relationships with new clients.Work with technical staff and other internal colleagues to meet customer needs.Submit weekly progress reports and ensure data is accurate.Forecast sales targets and ensure they are met by the team.Ensure all team members represent the company in the best light.
Company	M/s K7 Computing Pvt. Ltd.
Position	Area Sales Manager
Field	IT Sales
Experience	6 Months (Sep'15 – April'16)
Roles & Responsibilities	<ul style="list-style-type: none">Develop sales and marketing strategies to drive sales growth in the assigned area.Develop and manage an efficient distribution network to improve sales performance.Conduct market research to understand competitors and market trends.Provide innovative ideas and suggestions to improve the market presence.Coordinate with Zonal Sales Manager to enhance sales performance.Responsible for training resellers how to effectively sell the company products.Conducting regular internal meetings to improve the market share of the company.Responsible for maintaining various reports of the team and keep track of the targets & achievement status.

Company	M/s Quick Heal Technologies Pvt. Ltd.
Position	Channel Development & Sales Executive
Field	IT Sales
Experience	2 Years 2 Months (From July'13 – Sep'15)
Roles & Responsibilities	<ul style="list-style-type: none"> • Recruiting new resellers in the region and develop the sales in the region. • Responsible for maintaining excellent relationship with the resellers. • Responsible for designing market plans to improve the market share of the company. • Responsible for designing attractive schemes/ incentive programs for resellers to increase the sales of the products. • Responsible for conducting various roadshows, canopy activities & participating in various exhibitions to promote the products. • Responsible for displaying various branding of the company to promote the products. • Co-ordinate with the technical support team and resellers for training on the product. • Responsible for conducting group activities for improving the recruitment of new resellers in the region.
Company	M/s Trident Techlabs Pvt. Ltd.
Position	Sales Engineer
Field	Academic Software/Hardware Sales
Experience	1 Year and 9 Months (From September'11 – June'13)
Roles & Responsibilities	<ul style="list-style-type: none"> • Marketing software & hardware products to academic clients. • Visiting various colleges in Tamilnadu and identifying valuable clients. • Maintaining client database. • Arranging pre-sales demo for promoting software & hardware. • Coordinating the Technical Engineer for installation and training to the customers. • Payments follow up after material delivery, installation and training. • Coordinating Team meetings, business plans. • Responsible for representing the product to customers and at field events such as workshops, conferences, seminars, etc. • Responsible for providing post-sales support, and customer relationship. • Responsible for Students Training programs. • Responsible for organizing University programs, and donation of products for promoting the product.

TECHNICAL TRAINING:

Company	M/s Doli Systems Pvt. Ltd.
Course Name	IT Infrastructure Management
Duration	1 Year and 3 Months (From July'10 – September'11)
Course Details	<ul style="list-style-type: none"> • Networking • Windows Server 2003 • UNIX • AIX • ITIL & HP Service Manager

ACADEMIC QUALIFICATIONS:

University University of Madras, Chennai

Course Name M.B.A. (Marketing Management)

Duration 2 Years (From 2013 – 2015)

College Anand Institute of Higher Technology, Chennai

University Anna University, Chennai

Course Name B.E. (Electronics and Communication Engineering)

Duration 4 Years (From 2006 – 2010)

Percentage 66%

PROJECT DETAILS:

Project Title DSP System Using LabVIEW and SIMULINK: A Comparative Evaluation

Company Inside Campus

Platform Labview and Simulink

Description This project has provided a comparative study between Labview and Simulink, two popular graphical programming environments, in order to evaluate their effectiveness in building DSP systems for educational purposes.

INDUSTRIAL TRAINING:

Company BSNL Chennai

Duration One Week

PERSONAL SKILLS:

- Comprehensive problem solving abilities.
- Good verbal and written communication skills.
- Ability to deal with people diplomatically.
- Willingness to learn, team facilitator & hard worker.

ACHIEVEMENTS & EXTRA CURRICULAR:

- Participated in technical symposium and won prizes.
- Event organizer in college technical symposium and seminars.
- Participated in all blood donation camps organized by college.
- Participated in NCC at school level.

PERSONAL PROFILE:

Name	Muthukumaran.P
Father's Name	Palaniappan.N
Date of Birth	30/09/1988
Gender	Male
Marital Status	Single
Nationality	Indian
Permanent Address	Pl.No.253, 4th Street, Padmavathy Nagar Extn., Selaiyur, Chennai-600073.
Contact Numbers	+91-9962649133 (M), +91-44-22294560 (L)

* References will be provided upon request.

DECLARATION:

I hereby declare that above information is correct to the best of my knowledge and belief.

Place: Chennai

Date:

(MUTHUKUMARAN.P)