

RESUME

MUTHUKUMARAN.P

Pl.No.253, 4th Street,
Padmavathy Nagar Extn.,
Selaipur, 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

- 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

- 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)