

REAGAN CHETTIAR

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A-10/11, RNA Broadway Avenue, Mira road(E), Thane-401107

Career Objective

A motivated, dynamic & a result-oriented professional seeking a challenging position in a rapidly growing organization

Professional Experience

42 months

Ingram Micro India Pvt Ltd

July '14-Oct 16

Worked as a Business Manager in Ingram Micro (I) Pvt. Ltd. to handle entire India business (Channel and Direct) for networking product portfolio

Responsibilities include:

- Vendor Management: Be a front face & in direct touch with the OEMs & managing them & setting the rules of business with them to derive the strategy & implementation of the business.
- Working in close coordination with OEM sales team to generate funnel and align the internal team to ensure we map the opportunities in hand.
- To negotiate with OEMs on pricing, sales support and close follow up on various other activities.
- Sales: Primary responsibility of achieving top line and bottom line all across the country.
- Generate business from Channel partners and direct end customers through close coordination with OEM, partner and internal teams.
- Generating and sending pricing quotes to customers as per their requirement and ensuring deals are closed by proper pricing tactics.
- To ensure steady and growing market share vis-a-vis competitors
- Stock planning: Requisition and maintain inventories of materials and supplies across all locations Ensuring stocks are liquidated on a timely basis and also keeping a tab on ageing inventory
- Adhering to working capital norms of the business and ensure they are achieved
- Channel Account Development: Managing & generating business from 100+ Tier-2 partners
- Closely work with them on pricing, stock allocation, sales support on ongoing project and initiate discussion for new business and follow up on closures.
- Team Management: Manage the entire Ingram Sales Team, and ensuring the achievement of the assigned numbers. Conducting Weekly / Monthly / Quarterly business reviews and enforcing the team with all the required resources.
- Allocate targets to each region basis past achievement vs current/future potential
- Direct and coordinate activities of buying/post buying team to maintain proper cycle of business right from buying to selling of inventory and to resolve complaints or eliminate delays.
- Plan & implement new marketing initiatives for internal as well as external stakeholders
- Market trend and competitor analysis for better insight of biz.

TCS E-Serve, Mumbai

June '09- Sep '10

CSA- Band 1

- Handled queries and concerns of customers related to any of their credit card issues
- Achieved monthly team targets for a continuous period of 10 months
- Topped continuously in the top box for sales targets
- Ensuring sales compliance and maintaining various parameters of a sale

Education

Year	Examination	Institution	Marks Obtained
2012-14	MMS	SIES College of Management studies	64.35%
2010	BMS	Bhavans College, Andheri(W)	58.42%
2006	HSC	Bhavans College, Andheri(W)	65.00%
2004	SSC	St. John the Evangelist High School, Andheri(E)	78.93%

Projects and Internships

- Concurrent Project (October'13 till Dec 13)
Title: Introducing a web based video recruiting platform for the HR department
- Summer Internship Program(May'13 to June'13 Company: Possibilities Labs Pvt. Ltd.
Project: Core team member of setting up a new business arm- Anant for PLPL.

Special Competencies/Skills

- Presentation & Communication
- Interpersonal Understanding
- Team Management
- Negotiation

Special Achievements

- Ingram achieved its OEM targets for certain products handled by me for the first time
- Offered a job by the Marketing manager of Siemens India while doing an event for their company
- Train candidates for their sales performance at TCS E Serve in June 2010

Awards & achievements

Management Events

SIMSREE, Mumbai

- ✓ 2nd Runner up for 'Cutthroat' Movie Marketing, an inter collegiate national event
- ✓ 1st prize winner for Sell it at SIMSREE (Adjudged in both Judges and Audience)
- ✓ 2nd prize winner as a team for AD-Diction

Fr. C Rodrigues College of Management Studies, Vashi

- ✓ 1st prize winner for Ad-O-Mania and Brand Race

SCIT, Pune

- ✓ 1st prize winner as a team for Kotler's Paradigm
- ✓ 1st prize winner as a team for Advitiya

Hobbies & Interests

- Travelling
- Cooking
- Dancing

Personal details

- D.O.B. : 7th July 1988
- Languages Known : English, Hindi, Marathi & Tamil