

RESUME

HENRY PAUL SURESH.Y

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Profile Summary:

An organized and creative professional with proven Marketing and Sales skills and a desire to learn more. Possess 14+ years of experience working for a diverse group of Organization. Right now I am looking for a challenging position in the field of Business development where I can utilize my experience of working in a highly competitive industries and to contribute my management / Leadership and interpersonal skills to set to increase companies Profitability , where I can grow along with the organization.

Career Skills:

- Product Brand Promotion New product launching
- Ability to meet deadlines.
- Multi tasking
- Time Management
- Active learning
- Coordination

Strengths:

- Effective collaboration with management to determine needs and discuss progression
- Strong organizational skills.
- Ready to Embrace new challenges and contribute to the organizations overall success.
- Team Work and leadership.
- Employee relations and mediations.
- Customer service and relationship management
- Sincerity towards job and punctuality

Work Experience Details:

- Worked as A Marketing Executive for **Carvez Web Solutions**
January 2005 to July 2006.
- Worked as a Sales Executive in **Reliance Communication** Coimbatore for a period of one year from August 2006 to June 2007.
- **NITCO TILES Ltd** as **Sr. Executive Trade Marketing Brand Promoter(ROTN)**
from July 2007 to November 2011.

Nature of work as Sr Ex Trade Marketing Executive. (BRAND PROMOTION)

- All Brand promotional Activity. (Merchandising)
 - New Product launches and product training
 - In shop branding through registered vendor for dealers and company show rooms.
 - Conducting Architect and builders meet. (Sales support).
 - Designing for building sector exhibition.
 - Maintain entire showrooms of the company all over up country(ROTN)
 - Company owned show room expansion (LEE STUDIO)
 - Half company operated and half dealer operated(LEE STUDIO EXPRESS)
 - Payments for vendor (Raising purchase order)
 - Competition tracking and market update and sales support.
 - Monitoring and managing allocated budgets.
 - Co-ordinations & reporting with HO in weekly & monthly reports.
 - Inshop signage Display maintenance.
 - Educate about the product to the dealer end sales persons.
 - Conducting Architect and builders meet.
- Worked for **I Greens Marketing Solutions** (December 2011 to October 2015).
- Worked for **SOMANY** as **Sr. Executive Trade Marketing Brand Promoter**(ROTN) (November 2015 to May 2018).
- Self Employed (Own Business) (June 2018 to September 2020).
- **Currently Working for MERINO LAMINATES** as **Sr. Ececutive Sales support.** (From January 2021 till date).
- Handling all the products of **Merino Laminates** such as **Decorative Laminates, HPL(Wall cladding) sheets ,HANEX(Korean tops),Prelam Boards Vinyl Flooring, Restroom Cubical in showroom Sales and Marketing.**
 - Maximize merchandising efforts by using effective displays controlling signage, sales floor or showroom arrangement to ensure that they are attractive and welcoming.
 - Drive the administrative and support functions in the showroom, including management of facilities, supplies, schedules, daily, weekly and monthly showroom reporting.
 - Build effective relationships with Architects ,Interior Designers ,OEMs and Dealers to support the sales.
 - Coordinate with the brand manager for the launching of new brands , allocating Space in the showroom for the brand display.
 - Ability to identify the right product for the client, based on needs/wants.

- The ability to maintain positive relationships with team members, and customers.
- Ability to communicate at all levels across Market.

Education Background:

- Commerce graduate from Pioneer College of Arts and Science in the year June 2004 (M.Com)
- Commerce graduate from Pioneer College of Arts and Science in the year April 2002 (B.Com)

Computer proficiency:

- Diploma in Computer Applications, Internet and Web Technology.

Trainings:

- One month training from Department of Co-operative Milk Societies, Ooty.
- Two months training from Departments of Hindustan Photo Films, Ooty.

Personal Details:

Name : Y. Henry Paul Suresh
DOB : 26-10-1979
Languages Known : Tamil, English, Hindi, and Malayalam.
Address : W68,FF1,shree Dharsan Avenue Kovaipudur,
Coimbatore 641042

I believe my resume gives the complete information about my personal and technical abilities.

I am looking forward for a better opportunity to prove my skills and knowledge.

Yours Sincerely,

Y.HENRY PAUL SURESH