

RESUME

A.R.SenthilKumar Hayath Complex, Old No.2/2, New No.3, Station Road, Chennai-33.
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OBJECTIVE

- ❖ To become an **Eminent Marketing Head.**

CORE COMPETENCIES

- ❖ Establishing and recommending the most realistic sales goals for the company.
- ❖ Manages an assigned sales area or product line to maximise sales revenues and meet corporate objectives.
- ❖ Establishes and manages effective programs to compensate, coach, appraise and train sales assistants.
- ❖ Strong technical communication and persuasion skills.
- ❖ Skills to establish and foster long-term customer relationships.
- ❖ Able to communicate technical product development needs,
- ❖ Able to solve customer's technical problems quickly.
- ❖ Able to resolve the Customer Complaints alone, or as a Team.
- ❖ Keeping current on new technology advances, new products and business trends.

QUALIFICATION – Professional / Academic

- ❖ **D.M.E** – Mechanical Engineering – Aranthangi. -1996 (1st Class)
- ❖ **HSC** – General Machinist – Neyveli. -1992(1st Class)

PROFESSIONAL EXPERIENCE

- M/S MAX ELECTRIC CO. Chennai** - (June 2020 To Till Date.)
- M/S Popular Mega Motors (I) Pvt Ltd - Chennai** - (Aug 2017 To march 2020}Sr. Sales Executive
- M/S Mexel Engineers - Chennai** - (Feb2002 – June 2017) [Sr. Marketing Executive]
- M/S Saiffee Trading Co.LLC - Dubai** - (Aprl1998 – Dec2001)[Sales Assistant]
- M/S Tamil Nadu Newsprint and Papers Limited** - (Mar1997 - Mar1998)[Diploma Trainee]

PRESENT SUMMARY

- ❖ Company : **M/S MAX ELECTRIC CO. Chennai**
- ❖ Product : **Cable Jointing Kit**
- ❖ Customers : **TNEB, Power Plant, Railways, Corprates**
- ❖ Designation : **Sales Manager**
- ❖ Reporting to : **Propriter**

ROLE: Improve the Maximise Sales revenues to meet Govt. objectives.

PROFILE SUMMARY

- ❖ Company : **M/S Popular Mega Motors (I) Pvt Ltd**
- ❖ Product : **TATA Commercial Vehicle**
- ❖ Customers : **TNEB,HVF,ENGINE FACTORY, CORPORATION , DEFENCE,CENTREL & State Govt.Dept**
- ❖ Designation : **Sr. Sales Executive- Sales**
- ❖ Reporting to : **Sales Head**

ROLE: Improve the Maximise Sales revenues to meet Govt. objectives.

❖ RESPONSIBILITIES:

- Performs sales activities on major accounts and negotiates sales price and discounts.
- Manages and develops sales and support sales staff.
- Self Reviews of sales and Trend every month to seek improvements.
- Accurately forecasts annual, quarterly and monthly revenue streams.
- Provides quarterly results assessments of sales.
- Coordinates proper company resources to ensure efficient and stable sales results.
- Assists sales personnel in establishing personal contact and rapport with top echelon decision-makers.
- Follow the sales strategies to improve the market in all product lines.
- Interprets short- and long-term effects on sales strategies in operating profit.
- Support to Establishing and controlling budgets for sales promotion and trade show expenses.
- Reviews expenses and recommends economies.
- Participate and Lead regular meeting with sales staff.

STRENGTHS

Very good learner, self motivated with positive attitude.

Strong communication and interpersonal skill.

Result oriented, strong will power and better planning and coordination.

Enthusiasm to learn new concepts/practices.

Easily adaptable nature.

PERSONAL INFORMATION

Father's name	:	A. Ramalingam
Date of birth	:	10.06.1974
Nationality	:	Indian
Religion	:	Hindu
Marital Stats	:	Married
Gender	:	Male
Languages Known	:	Tamil & English
Permanent Address	:	Athiyur P.O., Kunnam Taluk, Perambalur Dist., Tamil Nadu.

DECLARATION

All the details furnished above are true to the best of my knowledge and belief.

Place: Chennai

Yours,

A.R.SENTHIL KUMAR

Cell. 9626462816