

# NAGENDRAN R

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## Objective:

To perform my Best in a growth-oriented organization, which would enable me to utilize my knowledge, education, experience and skills in a right way

## Job Experience

### ➤ Reliance Jio Infocomm Ltd - Assistant Manager (JC Enterprise DE Chennai 9) Feb 2021 – Till Date

- Sales pitching (Proposals) worked in bringing out the best value for money to both customer and for the organization.
- Maintaining relationships with SME (Small Medium Enterprise) accounts and B2B sales.
- Building Strategic relationship with key decision makers in the assigned accounts.
- Augment solution selling, and drive new product penetration in emerging markets.
- Responsible for end-to-end telecom connectivity needs of a set of separate accounts.
- Driving revenue enhancement in the accounts (both Data and Voice) through effective account management, along with retention and timely collection of the existing revenue.
- Staying up-to-date with the new technology and product marketing.
- To work on retention of existing revenue as well and grow new products.
- Worked on bringing out ideas to retain existing customers.
- Developing business like ILL, (Internet Lease Line), Broadband, PRA, I Connect and all Jio connectivity solutions with existing and new customers.

### ➤ Bharti Airtel Ltd - Accounts Manager Feb 2020 – Feb 2021

- Maintaining relationships with SME (Small Medium Enterprise) accounts.
- Build Strategic relationship with key decision makers in the assigned accounts.
- Augment solution selling, and drive new product penetration in emerging markets.
- Driving revenue enhancement in the accounts (both Data and Voice) through effective account management, along with retention and timely collection of the existing revenue.
- Staying up-to-date with the new technology and product marketing.
- Developing business like ILL, (Internet Lease Line), Broadband, PRA, I Connect, Blue Jeans and all Airtel connectivity solutions with existing and new customers.
- Responsible for end-to-end telecom connectivity needs of a set of separate accounts.
- Ensuring achievement of the Sales Revenue targets, by selling Core Data Services (MPLS, ILL, VSAT, NLD), Non-Core Data services (Collaboration Video/ Audio, Network Integration, Data centre managed services, Cloud services, IoT) Voice solutions (Mobility Fixed Line).

- Co-ordinate with the cross functional terms, both internally (TSG, CE, Networks, etc) and externally (Partners, Vendors, Clients, etc) to ensure business target achievements and meeting customer expectations on service delivery.
- Ensure the account business target achievement on: Order booking, Revenues, Collections, New account identification and churn control.
- To work in alignment with process on Data and Voice.
- To work on retention of existing revenue as well and grow new products.
- Stakeholder Management and building strong relationships in the Accounts (SME Accounts).

➤ **QUIKR INDIA PVT LTD - Assistant Manager Operations Jul 2017 – Feb 2020**

- Designed and implemented direct mail campaigns, resulting in a 10% Sales increase per quarter.
- Developed and maintained internal and external relationships, which were crucial to company enhancement and success.
- Hiring category wise individual person & vendors.
- Assessed the strategies of competitors, while avidly working to increase our own productivity.
- Effectively managed an energetic team of 25 members.

➤ **UBER INDIA PVT LTD - Senior Accounts Manager Mar 2016 - Jul 2017**

- Researched the motivations of users and consumers to better understand company goals.
- Put forth carefully planned strategies to improve company business.
- Fostering relationships to maintain existing clients, while developing new relationships to attract potential clients.
- Planned, executed and led online marketing tactics, resulting in wide range company advancements.
- To create a new business via franchise partners.

➤ **SS INFORMATION SYSTEMS PVT LTD - Business Development Manager Jul 2013 - Feb 2016**

- Handling corporate and educational customers (both Govt and Pvt Colleges).
- And also dealt with various products like servers, Laptops, Networks, CCTV Cameras, Routers, computers.
- Maintaining and handling financial transactions both inside and outside the office.
- Providing summarized financial and sales details on monthly basis to keep a track on the growth of the business.
- Contacting customer before and after sales to provide apt solution for their requirement.

➤ **NOKIA INDIA PVT LTD**

○ **Senior Executive Dec 2007 – Dec 2010**

- Sales department (ISP).
- Product Promotions.

○ **Team Lead Dec 2010 - Jun 2013**

- Showroom Management.
- Handling retail outlets and promoters (Team of 20 members)
- Overall Stock management (Daily and monthly) with distributors.
- Managed employee recruitment.

## Education

Institution	Major	Year of Passing	Percentage/CGPA
Alagappa University	BBA	2013	67
Government Higher Secondary School	HSC	2007	57
Government Higher Secondary School	SSLC	2005	56

## Field of Interest

- E-commerce
- Operations management
- Sales management
- Marketing

## Skills

- Employee management
- Administration
- Team management
- Operations management
- Vendors management
- Negotiation skills
- Excellent communication
- Exceptional presentation and public speaking Fluent in English, Tamil

## Strengths

Quick learner, Belief in hard work, result oriented, Dynamic, Optimistic, easily trainable, Dedicated, Confident, highly competitive, Effective both as a lone worker and a corporate team member, High adaptability and solution-driven mindset, self-motivated achiever who is committed to success and adept at juggling multiple tasks in a high-pressured environment.

## Personal Details

**Father's Name:** G Ravi

**Date of Birth :**25-12-1989

**Gender:** Male

**Marital Status:** Married

**Nationality:** INDIAN

**Religion:** Hindu

**Languages Known:** English, Tamil

## Declaration

I am keen to continue my career and prepared to work hard in order to achieve my organization and I hereby Declare that the information furnished above is true to the best of my knowledge.

**Place:** CHENNAI

**Date:**

  
(NAGENDRAN R)