**CURRICULUM VITAE**

**Name: Elumalai. C**

#751, 6th Street,48th lane

TNHB Colony, West velachery, Chennai-42

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Objectives

Excellent sales marketing skills, with Filed sales Manager skills experience with committed and dedicated people, who will to explore myself fully and realize my potential. Willing to work as a key player in challenging and creative environment.

Career Summary

More than **Twelve years** of experience as sales marketing

Knowledge in handling and sales managing,

Maintaining Customer Relationship

Ability to complete the assigned work as per schedule.

Experience

Worked as Axis Bank Ltd in Chennai Relieved Nov 2019 to 2021 December 27

Assistant manager sales

Worked as Cortex enterprises (ITC Ltd )in Chennai Relieved march 2018 to August 19

Sales area Executive

Worked as HDFC Life in Chennai from September 2017 to Feb2018

Insurance products handling sales

Worked Krishna Engineering Chennai from 2010 to July 2017

velachery branch 2010 to 2014

Thirunindravur Branch incharge and sales and marketing 2014 to 2017

Background, sales experience, sales marketing, Field sales, data Lead collections

Building meterial plumbing Pvc Pipes Material,Cpvc pipes material Fittings,Tiles,sanitatory,water thank customer direct sale, distributor sales, dealership, customer relationship develop and job costing

Computer skills

**Basic of computer Knowledge**

**Working Knowledge of MS-Office,**

**Working Knowledge of Internet.**

**Well versed with MS office (MS Word, MS Excel, MS Powerpoint)**

Responsibilities

**Enthusiastic sales professional with over twelve years of experience**

* **Experience of sales marketing direct**
* **Coordinated with customers.**
* **Corresponded about customer activity.**
* **Responsible for coordinating with the existing dealers of the company.**
* **Taking orders of the delivery meterial from the dealer follow-ups**
* **Updating dealers about the change in product price and new product launch.**
* **Meeting the existing customers.**
* **Meeting the new target customers and converting them into customers.**
* **Solving the problem and queries of existing dealers and customers.**
* **Searching for new dealers.**
* **Giving all the details of the company to the upcoming dealers and explaining them policies for the dealership.**
* **Meeting dealers on daily basis and helping them in finding customers.**
* **Making daily call reports and sending them to the seniors.**
* **Attending meetings and monthly closing at of sales meeting**

**Managed daily report handling,in and met customer**

**Managed debtors, credited data following and inventory database**

**Extensive knowledge salesmarketing ,counter sales customer relationship Hands on experience in Plumbing material and Water motor pumps material sales marketing**

**Possess excellent customer communication, and customer service skills**

**Result oriented with strong organizational and time management skill**

**Experience of sales marketing functions, preparing financial reporting and month end close sales**

Hobbies

**Reading moral story book, Positive Attitude, Listening News,**

**Music,Reading dictionary, Flexible by nature, Hardworking & Self Confident,**

**Capable to work in Team h**ard working.

Qualifications

B.com Accounting & finance from Annamalai University,Annamalai Nagar,TamilNadu 2008-2011.

Plus Two (Biomaths) from Govt Higher Sec school, Rettanai, , State Board of Higher Secondary Examination -2006 .

SSLC from Govt Her Sec school, Rettanai, ,State Board of Higher Secondary Examination April 2004

Personal Details

Date of Birth : 03/07/1988

Sex : MALE

Nationality : INDIAN

Marital Status : MARRIED

Languages Known : TAMIL, ENGLISH

Declaration

I do hereby declare that the particulars given above are true to the best of my knowledge and belief.

Place: Chennai Yours Faithfully,

C. Elumalai