

# Manigandan C K

manigandan.ck26@gmail.com | 9500 150 383

28 | M

Organized, Agile and Result oriented Team Leader with expertise in Sales and Operations. Effective at managing team members to accomplish business goals. Data Oriented, efficient with strengths in both technical and soft skills.

Professional Experience	17 Months
<i>Sales Team Lead, Hindustan Coca Cola Beverages Private Limited</i>	<i>Sep 2020 – Present</i>

- Involved in driving sales at my territory on achieving GR, volume and market share
- Handling a Distributor with 7 Market Areas, 5 MGRs, 2 DBSMs with annual business of Six Crores.
- Driving secondary sales and execution at outlets with the support of Sales representatives and other cross functional departments (marketing, capability, CDE).
- Setting targets to each market area and to market representatives factoring base GR and Market potential.
- To ensure my team members achieve their Monthly Targets, Process Parameters and Incentives.
- To ensure Numeric Distribution and Penetration of focus products
- To create portfolio of new customers and maintain healthy relationship with customers.

Internship Experience	2.5 Months
<i>Management Trainee, Hi-Tech Arai Pvt. Ltd.</i>	<i>Apr 2019 – Jun 2019</i>

- Gained in-depth knowledge in B2B sales and operations
- As a management trainee, learned to coordinate between the sales team and production team to ensure smooth functionality and achieve the sales targets
- Identified a problem in the flow of information between sales team and production team which leads to loss of business and non-compliance of customer scheduled units. And suggested a solution to achieve the sales metrics with proper coordination on sales end and production end

Professional Experience	26 Months
<i>Junior Project Engineer, Technique Engineers</i>	<i>Dec 2015 – Feb 2018</i>

- Understood needs of clients and prepared a project execution plan for various projects factoring time, manpower, materials concern & clearance issues under the manager's guidance
  - Created brand awareness with builders, industries and make them understand the necessity of FPS and the service we provide to them
  - Accompanied for Negotiation meet along with my boss, learnt nuances of negotiation from real time
  - Handled a team and coordinated with the client, main contractor, allied contractors and completed the projects within deadlines so that developed good client relationship
  - Created customer loyalty on completion of projects by meeting customer need, which leads to get offered new projects from existing client.
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## Educational Qualification

<b>PGDM</b>	2018 – 2020	Thiagarajar School of Management, Madurai
<b>B.E. (EEE)</b>	2011–2015	Dr. NGP Institute of Technology, Coimbatore
<b>Class XII</b>	2011	Our Angel Mat. Hr. Sec. School, Chennai
<b>Class X</b>	2009	Thai Sathya Matriculation School, Chennai

- Gained good knowledge in MS office
- Basic knowledge in DMS

## Achievements

- Secured a Runner up STL NTN- Aug'21 for the R&R Awards.
- Secured a position in Top 10 STLs in TN for the month of Aug'21
- Secured a position in Top 10 STLs in TN for the month of Sep'21

## Skillsets

- Team Management
- Effective Communication
- Network Expansion
- Relationship Management
- Data Analysis

## Extra-Curricular Activities

- Organized all cultural events as a part of the 'Zero Gravity' event organizing committee and created awareness for 'YUKTI' event and converted some leads from other colleges
- Attended Rural Development Immersion program at TATA DHAN ACADEMY, understood the real-life challenges faced by people of rural areas in terms of resource management and internal problems
- Lead Singer of a music club 'Symphonies'

## Declaration

I hereby declare that the above-furnished details are true to the best of my knowledge.

Manigandan C K

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