



CURRICULUM VITAE

VIJAY.M

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Summary of Skills:

A qualified technician with over 12 years of rich experience in technical sales, technical support, service operations, projects encompassing erection, installation, commissioning operations in water treatment plant, sewage and effluent treatment plant and industrial lubricants.

*Abilities in managing technicians and outsourcing people. Credentials of independently managing projects, sales and technical activities providing to the **Thermax Limited, Shell Lubricants, Tamilnadu Water and Drainage Board** (undertaking for govt. of Tamilnadu), **MSPL Limited (Baldota Group)** and **Amiad India**,*

Objective:

To become a competitive service professional through continuous learning process and enrich my knowledge by serving the organization well with challenging futures in a monopolistic competition.

Professional summary:

1. Jayasree Chem Exim Private Limited,

As Manager- Marketing and Sales from March 2021 to till date.

2. Amiad Filtration System India (P) Ltd,

As Asst. manager- Marketing and Sales from April 2019 to March 2021.

3. Good Earth Chemicals (P) Ltd (Group of Baldota Companies)

As Asst. manager- Marketing and Sales from August 2014 to March 2019.

4. Prosol (Industrial distributor of shell lubricants)

As Asst. manager - Technical and Sales from June 2012 to July 2014.

5. Vision Engineering Madras (P) Limited, Chennai

As Engineer – Sales and Service from May 2011 to May 2012.

6. Koya And Company Construction (P) Limited, Hyderabad

As Site Engineer from July 2008 to April 2011.

Educational qualifications:

S.NO	EDUCATION DETAILS	SCHOOL/COLLEGE DETAILS	DISCIPLINE	PERCENTAGE	PASS OUT
1.	10TH	RVM SCHOOL		65%	2002
2.	12TH	N.KM HR.SEC.SCHOOL	COMP. SCIENCE	66%	2004
3.	B.TECH	AAMEC	CHEMICAL ENGG.	68%	2008

Detail of Experience:

Presently work with M/s. " Jayasree Chem Exim (P) Ltd" as Manager - Marketing and Sales from March 2021 to Till Date.

Job responsibilities:

- ❖ *Responsible for planning Chemicals and Sales marketing campaigns, getting collaterals developed and promoting the products and services through all industrial sector.*
- ❖ *Determining marketing objectives, procurement proposals and preparing sales plans.*
- ❖ *Planning marketing activities in conjunction with company's growth plan and working out strategies to execute the plan.*
- ❖ *Bulk and Import Chemicals sales planning activities as per the monthly target.*
- ❖ *Developing marketing reports to be presented at the meeting of top management.*
- ❖ *Lead the marketing programs for new customer development and lead generation.*
- ❖ *Handled with dealers and sub dealers in our region*
- ❖ *Handled with Payment collection, logistics Management, Material dispatch arrangement also.*

Presently work with M/s. " Amiad filtration system India (P) ltd" as Asst.manager - Marketing and Sales from April 2019 to Till Date.

Job responsibilities:

- ❖ *Responsible for planning marketing campaigns, getting collaterals developed and promoting the products and services through all industrial and irrigation sector.*
- ❖ *Determining marketing objectives and preparing annual budgets.*
- ❖ *Planning marketing activities in conjunction with company's growth plan and working out strategies to execute the plan.*
- ❖ *Automatic filter (SCREEN AND DISC) sales planning as per the budget.*
- ❖ *Developing marketing reports to be presented at the meeting of top management.*
- ❖ *Lead the marketing programs for branding and lead generation.*
- ❖ *Handled with distributors and dealers in our region*
- ❖ *Getting marketing collaterals, sales developed to help the co. meet its target.*

Detail of Experience:

Previously work with M/s. " Good Earth Chemical Pvt. Ltd" as Asst.manager - Marketing and Sales from August 2014 to March 2019.

Job responsibilities:

- ❖ *Responsible for planning marketing campaigns, getting collaterals developed and promoting the products and services through all industrial and domestic sector.*
- ❖ *Determining marketing objectives and preparing annual budgets.*
- ❖ *Planning marketing activities in conjunction with company's growth plan and working out strategies to execute the plan.*
- ❖ *Chemical and Turnkey projects (STP and ETP) sales planning as per the budget.*

Detail of Experience:

Previously work with M/s. " PROSOL" (Industrial distributor of shell lubricants) as Asst.manager - technical and sales From June 2012 to July 2014. Our solutions specifically focus on: Industrial lubricants sales and testing service in shell lubricants.

Job responsibilities:

- ❖ *Making sales plan & executing the same effectively*
- ❖ *Maintain existing customers & Developing new customers.*
- ❖ *Periodically visit existing customers & order follow up.*
- ❖ *Coordinating with engineering of technical clarifications and providing feedback to company*

Detail of Experience:

Previously work with M/s. " VISION ENGINEERING MADRAS (P) LTD" as "Engineer – sales and service" From May 2011to April 2012.

Our solutions specifically focus on: Water Filtration system & Wastewater management systems – pre-treatment, R.O, sewage & effluent treatment.

Job responsibilities:

- ❖ *Making sales plan & executing the same effectively*
- ❖ *Maintain existing customers & Developing new customers.*
- ❖ *Periodically visit existing customers & order follow up.*
- ❖ *Coordinating with engineering of technical clarifications and providing feedback to company*

Detail of Experience:

***Previously work with M/s “KOYA AND COMPANY CONSTRUCTION (P) LTD” as “Site Engineer”
From July 2008 to June 2011.***

We are a civil engineering company, established as early as in 1979 at Hyderabad, Andhra Pradesh, India. Today, we specialize in the manufacture and execution of medium and large diameter turnkey pipeline contracts and WTP.

Job responsibilities:

- ❖ *To maintenance and operation of water treatment plant to be method of WTP process.*
- ❖ *To erection work for all type's equipment in water treatment plant to be method of WTP process.*
- ❖ *Specialization of erection, maintenance and operation working in WTP.*

Other Skills:

- ❖ *Well versed with MS Office, windows operating system.*

PERSONAL DETAILS:

FATHER NAME	: Mr.M.Muthukrishnan
MARITAL STATUS	: Married
DATE OF BIRTH	: 20th Jun 1987
LANGUAGE FAMILIARITIES	: English & Tamil.
PRESENT ADDRESS	: Block no: E1 Door No : 207 Purva Windermere,Pallikaranai,Chennai-100
CURRENT CTC	: Rs. 6.6 lacs / annum
EXPECTED CTC	: Rs. 9 Lacks/ Annum

Declaration:

I do hereby declare that the particulars of information and facts stated herein above are true, correct and complete to the best of my knowledge and belief.

Date :

Yours Truly

VIJAY.M

Place :