



Vijayakumar. M

*Reliable, hands on, flexible, resourceful, consistent, both hard and smart working, never give up attitude, ability to face challenges and exploring opportunities. Aspiring to be *respectable* team member and with prominent leadership quality.*

Business Development Manager

Project management, Team management for Sales/Service operations

PROFESSIONAL SNAPSHOT

- ✓ Offering more than 23 years of rich experience in
- ✓ Control Design and management of turnkey projects in the field of construction buildings and heading the MEP systems architecture including Sequence of operations design /Field equipment selections from Tender specs. Managing the team for supply & installation and commissioning support at various sites in the geographical area. Timely delivery of project & completions. Reengineering the existing processes if required. Direct Customer, System Integrators and consultant interface on Technical queries related to products. Self-learning of new technical requirements, understand and implement various system integrations. Presently holding responsibility to develop the Business growth in all aspects with required process and executions management.

CORE SKILLS

Strategic Planning ~ Estimation~ Quality Assurance & Control ~ Cost Management ~ Problem Solving ~ Resource ~ Team Leadership ~ Quality Assurance

IT & AUTOMATION ENGINEERING:

- ✓ Security ACS, Surveillance CCTV, IBMS, FAS & PAS, Network, BHS, VDGS, AGL, Telecom, WLD, VESDA, RRS.

EMPLOYMENT SCAN

Jan'19 To Till Date with M/S Sathish Construction As Business Development Manager

Jan'11 - Dec'18 with Honeywell Automation India Ltd As Service Manager

Jan' 09 - Dec'10 with Honeywell Automation India Ltd As Senior Design Engineer

Apr' 07 - Jan'09 GNTS Telecom Engineer Nortel

Feb'06- Apr'07 with Spectrum BPO as IT Administrator

May'04- Dec'05 with Lakshmi Computer Service as senior hardware Engineer

May 02'- Apr 04 with Soft line Technologies as Senior Engineer

June'98- Apr'02 with fine com communications pvt ltd as Senior Engineer

Job Description

- ✓ Develop a growth strategy focused both on financial gain and customer satisfaction
- ✓ Conduct research to identify new markets and customer needs
- ✓ Arrange business meetings with prospective clients
- ✓ Promote the company's products/services addressing or predicting clients' objectives
- ✓ Prepare sales contracts ensuring adherence to law-established rules and guidelines
- ✓ Keep records of sales, revenue, invoices etc.
- ✓ Provide trustworthy feedback and after-sales support
- ✓ Build long-term relationships with new and existing customers
- ✓ Develop entry level staff into valuable salespeople
- ✓ To coordinate the planning and direct the phasing in all operations of the various IBMS Airport design activities and to ensure that suitably qualified personnel are in charge of the various parts of the design work
- ✓ To ensure that Design Program is produced, updated and adhered and to ensure that this is communicated to every section of the works as required

Contact Information: Address -NO 2, Rani Annadurai Street, MGR Nagar

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- ✓ Releasing technical requirements in the form of specifications, data sheets and schedules in time to suppliers & subcontractors.
- ✓ To ensure that basic requirements for interfacing different system is met by means of issuing ICD (Interface Control Document).
- ✓ To ensure timely production of design and construction drawings as per the project program and requirements.
- ✓ To ensure maintenance of records such as tracking logs, design files, schedules etc.
- ✓ Attend design review meetings with Contractor/ Employer and other agencies as required.
- ✓ Conduct internal design review meetings and record the Minutes of Meetings.
- ✓ Raise design queries and Request for Information (RFI) and resolve ambiguities.

Role & Responsibilities'

- ✓ This includes the four basic functions of Planning, Organizing, Leading and Control. Among
- ✓ **Customer Service**
Investigated customer complaints to ensure problem resolution and customer satisfaction.
- ✓ **Honeywell Software Utilization**
Build Project logics & Build Display for completion of commercial projects.
- ✓ **Project Coordination**
Follow up with Internal Team & vendors for Commissioning & Installation projects
- ✓ **Technology Development**
Designed, built and wired panel using to controller and manage sensors, HMI and alarm.

ACADEMICS

- ✓ Diploma in Electronics and Communication Engineering from SAPT Polytechnic, Thellar,
- ✓ CCNA with ACCELS IT ACADEMY,
- ✓ NCSS (Communication Server Release 5.0 database administrator.).
- ✓ NCSE – Nortel certified System Engineer

IT SKILLS

- ✓ Security ACS, Surveillance CCTV, IBMS, FAS & PAS, Network, BHS, VDGS, AGL, Telecom, WLD, VESDA, RRS

PERSONAL VITAE

Date of Birth: 01st November 1978

Languages Known: Tamil., English & Hindi

Address: No-2, Rani -Annadurai Street, MGR Nagar - 600078 Chennai Tamilnadu- India

I thoughtfully announce that facts of information and facts in the resume are inclusive and correct and I take full liability for the correctness of the information.

Vijayakumar Murugan

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