

## **E.T.SHANMUGAM**

50 Vasantham Nagar,  
EB Colony, Saravanampatti,  
Coimbatore – 641 035

Contact No.: +91-9043399068  
E-mail :shanmugamet@gmail.com

---

### **Objective:**

To accept challenging career in an organization where I can contribute my experience, expertise and talent I would be actively engaging in the organization to achieve its vision and growth thereby, it would enable me to learn new technologies and methodologies.

### **Career Summary:**

- 9+ years work experience in Sales & 2 years in Quality Control
- Ability to Learn, Adaptable to conditions
- Communication Skills and Customer interaction
- Organized approach towards Problem Solving

### **Skill Set:**

- Time Management & People Management
- Good Interpersonal Skills
- Key account Management
- Business Development
- Strategic Planning
- Team Building & Management

### **Work Experience:**

- ❖ Current Company : **Indomax**
- Designation : Sr. Engineer - BD
- Period : From Dec 2016 to Present

### **Roles & Responsibilities:**

- Responsible for assigned sales targets (monthly, quarterly and annually).
- Handling the generation of inquiries, preparation & submission of quotations, logistics handling, quality management & documentation.
- Provided customers with overviews and highly detailed product training
- Developed long-term customer relationships and maximizing account penetration and customer retention.
- Exceeded customers needs and expectations through effective communication and superior customer service.
- Preparing itineraries, montly reports with sufficient details in a timely manner, handling collection & implementing credit policies as per terms.
- Liaise with freight forwarders to ensure smooth movement of goods to end user.

❖ Company : **Accuratus Automation Pvt. Ltd, Coimbatore**  
Designation : Sales Engineer  
Period : From June 2015 to Aug 2016

**Roles & Responsibilities:**

- Linear/Servo Motor, Controllers & drives of PBA and Power Transmissions Products of Brands like SDP-SI, RBC Bearings & TBI.
- Perform responsibilities of preparing & sending quotations, logistics handling, quality management & documentation.
- Responsible for providing Service and support to Customers & maintaining good relationship with them.
- Liaise with freight forwarders, customs & import agencies to ensure smooth movement of goods from vendor to end user.

❖ Company Name : **Global Technocrats Inc, Chennai**  
Designation : Sales Engineer  
Period : From Oct 2014 to June 2015

**Roles & Responsibilities:**

- Corporate selling of Gear Box, Gear Motors & Multi Axis Robots and Controllers from a reputed Japanese Companies in India
- Perform responsibilities of preparing & sending quotations, logistics handling, quality management & documentation.
- Responsible for providing Service and support to Customers & maintaining good relationship with them.

**Software Skills:**

- Operating Systems : MS-Windows 98, XP & 7
- Office : MS Office – Good Knowledge

**Personal Profile:**

Father's Name : S.Thangaraj  
Date of Birth : 24<sup>th</sup>October 1988  
Nationality : Indian  
Languages Known : Tamil & English  
Education Qualification : B.E Mechanical Engineering (2010)

Place :

Date :

(E.T.SHANMUGAM)