

Curriculum Vitae

Name : - K Ravikumar
Father's name : - Late. Shri. K. Vivekananda.
Date of Birth : - 05/08/1968
Contact Details
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Educational Qualification : B.Com, Loyola College - Chennai

Latest Work Experience:

1) Company - Aalutuf

Designation - Regional State Head

D.O.J.- Feb -21 to till date

Territory - Tamilnadu

Reporting - Director

Responsibility - Heading 10 members team in tamilnadu to promote our acp products to architects/ builders / contractors/facade consultants /interiors/fabricators/ dealers etc in tamilnadu..

2)Company : Alstrong India Pvt Ltd

Designation : Senior Manager- Business Development

D.O.J.- March-13 to Feb-21

Territory- Chennai

Reporting- National head

Responsibilities:

Meeting & specifying Alstrong products for the ongoing & upcoming projects with leading architects, builders, interiors, corporate facilities, contractors, dealers, fabricators etc in tamilnadu..

Handling a team of executives in Chennai/ Trichy / Madurai / Salem / Coimbatore /Tirunelveli

3) Company : Gazel Architectures (p) Ltd.
Designation : Business Development Manager
D.O.J. : Jun-2008 to February -2013
Reporting : Chairman/MD.
Territory : Chennai

Responsibilities: Working for leading structural glazing / Façade Company, who has been in aluminum business for the last 32 years. I am heading for the Building Products Division where we are the distributor for high quality imported products from international leaders as illustrated below.

Abloy (finnish high security locking systems), Aluform (german solid/perforated metal façade) , Breezway (australian motorized/manual louvers), Euro panels (belgian fibre cement boards for cladding), Hormann (german steel doors for homes /industries), Rayners (belgian aluminum systems), Window magic -kommerling(german upvc windows /doors)

In charge of sales with leading Architects, Builders, Interiors, Exteriors..Etc... in Chennai.

4)Company : Sri Balaji Interiors(DuPont Cori an)
Designation : Branch Manager
D.O.J. : Nov-2000 till May-2008
Reporting : Directors
Territory : Chennai

Responsibilities': Sri Balaji Interiors is in the field of interior solutions, as the official DuPont - Cori an Solid surfaces dealer for tamilnadu, Having been associated with the region's leading architects, interiors, builders, corporate facilities etc....

Heading a team of executives, project engineers, customer cares in Chennai.

5)Company : Fresh & Honest Cafe LTD– Chennai.
(Sterling Group)
Designation : Sr.Executive – Sales.
D.O.J : October- 1995 – October 2000
Reporting authority : General Manager – Tamilnadu
Territory : Chennai.

Responsibilities:

- In charge of Installing Automatic Brewing Machines to serve world-class hot beverages.
- In charge of the Architects, Corporate and hospital segment in Chennai.
- All marketing Functions, from the inquiry stage to the closing stage – i.e. from presentations to conducting demos to price negotiations to finalizing the agreement.
- Gathering MIS on competitor activity as well as prospective clients.
- Conversant with solving issues related to post-live operations

6) Company	: Polycon International Ltd...
Designation	: Sr. Sales Officer.
Duration	: Aug 1990 to Sept 1995.
Reporting authority	: Sales Manager.
Responsibilities	: Identifying and sales of PVC products And tie up with architects, builders for the same.

Self-Description: Hard working, pleasing personality, open minded, creative, and a killer instinct towards the job assigned.

Language's known: English, Tamil and Telugu.

Declaration:

I here by declare that the information given above is true and correct to the best of my knowledge and belief.

K. Ravi Kumar
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