

## RESUME

Mr. Venugopal Muralidharan  
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### **CAREER OBJECTIVE:**

To be a honest person to my concern and contribute for the company's growth.

### **ACADEMIC QUALIFICATIONS:**

COURSE OF STUDY	NAME OF THE INSTITUTION	BOARD/UNIVERSITY	MARKS OBTAINED
B.E. Chemical Engineer	Shivajirao.S.Jondhale College Of Engineering (Dombivli)	Mumbai University	66%
H.S.C	K.J.Somaiya College (Vidyavihar)	Mumbai Board	61.17%
S.S.C	S.I.A.High School (Dombivli)	Maharashtra Board	80.80%

### **WORK EXPERIENCE:**

I) Sales Manager in M/s TSA Process Equipments Pvt Ltd from 13<sup>th</sup> June 2018 till date.

#### **Key Result Area:**

Business development and sales of high value engineering products viz:

- ✓ Purified Water generation system and distribution system.
- ✓ Water for injection Generation system (MEDS) and distribution system.
- ✓ Pure Steam generation system (PSG) and distribution system.
- ✓ Process Vessels, CIP-SIP System, Point of use heat exchanger

#### **Roles and Responsibilities:**

- ✓ Business development of high value engineering products of TSA through interaction with existing and new clients in the pharmaceutical, chemical industries in India.
- ✓ Attending technical and commercial meetings.
- ✓ Order finalization.
- ✓ Participating in exhibitions.
- ✓ Co-ordination with marketing associates for exhibitions.
- ✓ Making SWOT Analysis of competition and updation of the same at periodic intervals.
- ✓ Keeping track of project status, study market scenario so as to formulate business plan.

II) Product Manager in M/s Nilsan Nishotech Systems Pvt Ltd from 1<sup>st</sup> April 2015 till 12<sup>th</sup> June 2018.

**Key Result Area:**

Business Development and Sales of high value engineering products viz :

- ✓ Preparative HPLC Column and pumping system, SFC and Varicol of Novasep.
- ✓ Membrane filtration system viz; micro filtration, ultra filtration, nano filtration and reverse osmosis.
- ✓ Slurry unit, ancillary equipment
- ✓ Process development services

**Roles and Responsibilities:**

- ✓ Business development and Sales of high value engineering products of NNSPL- Novasep through interaction with clients in the pharmaceutical industries in India.
- ✓ Acquiring new client.
- ✓ Co-ordination with Novasep for aspects related to Preparative HPLC Column and pumping system, SFC and Varicol.
- ✓ Attending technical and commercial meetings.
- ✓ Order finalization.
- ✓ To co-ordinate with factory personnel for technical clarities, follow-up for dispatch.
- ✓ To follow up for payments, letter of credit and dispatch clearance from clients.
- ✓ Co-ordination with marketing associates for exhibitions.
- ✓ Arranging marketing campaigns for brand promotion viz;
- ❖ Technical Workshop : Preparative Chromatography Technology
- ❖ Exhibition : Chemprotech
- ❖ Seminar : Indian Peptide Symposium
- ✓ Making SWOT Analysis of competition and updation of the same at periodic intervals.
- ✓ Keeping track of project status, study market scenario so as to formulate business plan.

**Major Orders received:**

- Natco: 1290000 Euro
- M.J.Biotech: 725000 Euro
- Cipla : 390000 Euro
- Emcure : 290000 Euro

III) Assistant Manager-Sales in M/s GMM Pfaudler Ltd from 1<sup>st</sup> April 2011 till 31<sup>st</sup> March 2015

**Key Result Area:**

Business development and Sales of high value engineering products viz:

- ✓ Glass lined reactors
- ✓ Glass lined receivers
- ✓ Glass lined columns
- ✓ Glass lined pipes and fitting

#### Roles and Responsibilities:

- ✓ Business development and Sales of high value engineering products of GMM Pfaudler; through interaction with existing and new clients in the pharmaceutical & chemical industries in Maharashtra & Gujarat.
- ✓ To generate, qualify and quote for new enquiries from existing clients and also to look into the prospects of developing new clients.
- ✓ Attending technical and commercial meetings.
- ✓ Order finalization.
- ✓ To co-ordinate with factory personnel for technical clarities, follow-up for dispatch.
- ✓ To follow up for drawing approval, payments, dispatch clearance from clients.
- ✓ Attending marketing campaigns for brand promotion viz;
- ❖ Exhibition : P-MEC and Chemtech

#### Major Orders received:

- Omkar Chemicals : Rs.2,00,00,000/-.
- Lupin : Rs.1,55,00,000
- UPL : Rs.1,20,00,000
- Macleods : Rs.90,00,000

IV) Sales Engineer in M/S Pharmalab India Pvt. Ltd. from 28<sup>th</sup> June 2006 till 31<sup>st</sup> March 2011.

#### Key Result Area:

Business development and Sales of high value engineering products viz:

- ✓ Water for injection Generation system (MEDS) and distribution system.
- ✓ Pure Steam generation system (PSG) and distribution system.
- ✓ Sterilizer
- ✓ Process Vessels, CIP-SIP System, Point of use heat exchanger

#### Roles and Responsibilities:

- ✓ Business development and Sales of high value engineering products of Pharmalab; through interaction with existing and new clients in the pharmaceutical industries in Maharashtra, Goa, Madhya Pradesh and Sikkim.
- ✓ To generate, qualify and quote for new enquiries from existing clients and also to look into the prospects of developing new clients.
- ✓ Attending technical and commercial meetings.
- ✓ Order finalization.
- ✓ To co-ordinate with factory personnel for technical clarities, follow-up for dispatch.
- ✓ To follow up for drawing approval, payments, dispatch clearance from clients.
- ✓ Attending marketing campaigns for brand promotion viz;
- ❖ Exhibition : P-MEC and Chemtech

#### Major Orders received:

- Baxter : Rs.1,50,00,000
- Indoco Remedies : Rs.1,20,00,000
- Wockhardt : Rs.80,00,000
- Cipla : Rs.70,00,000
- Lupin : Rs.50,00,000

**SKILL SET:**

- Aptitude to learn
- Sales and Marketing
- Leadership

**PERSONAL VITAE**

NAME	:	Mr.Venugopal Muralidharan
FATHER'S NAME	:	Mr. Muralidharan Devarajan
DATE OF BIRTH	:	16-11-1982
AGE	:	35 Years
NATIONALITY	:	Indian
SEX	:	Male
Marital Status	:	Married
MOTHER TONGUE	:	Tamil
LANGUAGES KNOWN	:	English, Hindi, Marathi, Tamil

**DECLARATION**

I (Mr. Venugopal Muralidharan) hereby declare that the information furnished above is true to the best of my knowledge.

Place :

Date :

( Mr.Venugopal Muralidharan )