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Objective: Manager –Project sales ,Business Development Manager firm to meet sales objectives on regular basis by using strong interpersonal communication, presentational and organizational skills.

Qualification Overview:

- Determined to meet expectations and willing to perform effectively and efficiently.
- Winning in communicating with populace at each level and with the other departments as required to best serve customer.
- Excellent ability to efficiently and effectively convey presentations to large and small groups.

Work Experience

Area Sales Manager (Jan 2019 to November 2019) Svarochi Smart Lightings

- Accountable (direct and indirect) for completing sales objectives and general quality of service.
- Find the business Opportunity and generate the New project enquiry.
- Sales Team and Stockiest handling
- Internal and External Team coordination
- Perform sales and marketing calls to reserve meetings with prospective clients.
- Sent follow-up marketing materials and build follow-up calls/monthly until relationship is recognized.
- Call and face-to-face visit prospective, new and presented customers to assist new business.
- Carry out client presentations expressing the value plan of products, solutions, and service offering.
- Find the solution based on the market condition analogies.
- Implementing to Sales scheme management.
- Direct efforts to develop customer experience at the point of sales.

- Handle product sales increase, individual sales efficiency and account bases by assessments sales activity plan.
- Established and executed plans for tactical accounts that go beyond expectations in profits maintenance/increase, account profitability, and the customer satisfaction

Territory Manager–Project Sales (Jan 2013 to Jan 2019)
Legrand India Pvt Ltd

- Accountable (direct and indirect) for completing sales objectives and general quality of service.
- Generate the enquiry of NSP product base cuts
- Sales Team and Stockiest handling
- Internal and External Team coordination
- Perform sales and marketing calls to reserve meetings with prospective clients.
- Sent follow-up marketing materials and build follow-up calls/monthly until relationship is recognized.
- Call and face-to-face visit prospective, new and presented customers to assist new business.
- Carry out client presentations expressing the value plan of products, solutions, and service offering.
- Find the solution based on the market condition analogies.
- Implementing to Sales scheme management.
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Business Development Manager Residential and commercial Segment (August 2009 to December 2012)
SATWAVESYSTEMS (TRIAX / Satwave systems) Multi Switch ,CCTV Development, Chennai, S. India

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- Sent follow-up marketing materials and build follow-up calls/monthly until relationship is recognized.
- Call and face-to-face visit prospective, new and presented customers to assist new business.
- Carry out client presentations expressing the value plan of products, solutions, and service offering.
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- Handle product sales increase, individual sales efficiency and account bases by assessments sales activity plan.
- Established and executed plans for tactical accounts that go beyond expectations in profits maintenance/increase, account profitability, and the customer satisfaction

Market Development Executive Residential and commercial Segment Project Sales, July 2006- August 2009
TATA Sky Ltd.

- Kept high profiles in proficient and the business community.
- Expert in a cold-calling, negotiating contract, consultative selling, forming grouping and partnering with others.
- Produced costs opportunities to support repeat sales.
- Followed long-term accounts strategies that increase profits and helped in cultivating the long-term relationships with proper decision makers.
- Observed new account achievement by making contact with the customer at planned intervals.
- Ensured the customer agenda satisfaction.
- Determined extra account prospective through the other product brands, places, and sections.
- Offered management with the suggestions for developing volume, market shares and cost levels.
- Vendor rating and score card creation based on timely delivery, quality & response

Sales Service Engineers,
Sri Thirumala Telecommunication Pvt Ltd

July 2003- Aug 2005

- Planned and scheduled the Sales and service operations & provided route planning
- Monitored and controlled entire site material movement
- Regular site audit to resolve major quality concerns for continuous improvement
- Worked on cable routing, termination and supervising.
- Involved in EBAPX Erection and commissioning.
- All types of pair cable laying and termination
- optical fiber cable splicing

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- Ensured the customer agenda satisfaction.
- Determined extra account prospective through the other product brands, places, and sections.
- Offered management with the suggestions for developing volume, market shares and cost levels.

Education

- Diploma in Electronics and Communication Engineering.
From Shanmugha Polytechnic College, Tanjore, Tamil Nadu, India.

Computer Skills

- Application's: MS Excel, MS Power Point and Outlook.
- Software's : AutoCAD.

Training Program

- Certified in HOUSE WIRING AND ESTIMATION at SASTRA and has been awarded "S" grade.
- Undergone an In plant training at "SOUTHERN RAILWAY CENTRAL WORKSHOPS, GOLDEN ROCK", Trichy from 13/05/02 to 28/05/02.
- Certification of Entrepreneurship in CSIR

Personal Details

Date of Birth	: 06.09.1981
Languages Known	: English, Tamil.
Personal Interest	: Travel & Photography.
Passport Number	: E5901997.