

KEY ACCOUNT MANAGER –SALES IN MWF

Surendar G

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Date of Birth: 23rd Aug 1988

CAREER OBJECTIVE:

To pursue a challenging career and be a part of progressive organization that gives a scope to enhance my knowledge and utilizing my abilities towards organizational goals.

PROFESSIONAL EXPERIENCE:

1. QUAKER HOUGHTON, CHENNAI

Account Manager – Sales (February 2012 till present)

Responsibilities:

- Develops and manage Automotive & Industrial OEMs, Aerospace and Tier-1 accounts.
- Responsible for direct accounts.
- Provides training for customers on product portfolio and Application techniques.
- Effectively utilize sales support staff to maximize selling opportunities in the field.
- Responsible for projects pipeline conversion, CRM reports and building relationship with key accounts.
- Develops and manage Fluidcare accounts. Solely responsible for Sales & Fluid care of Ashok Leyland Ennore & Indo-MIM leading a team of 4 supervisors and 23 Fluid Handlers
- Develop safety culture at Work place for Fluid care sites
- Maintain a common SOP, Monitoring Charts, Skill matrix and monthly reports
- Provide periodical safety training and skill developments to Fluid Handlers
- Ensure monthly reports being sent to all Fluidcare accounts

EDUCATION:

COURSE	INSTITUTION	YEAR	%
B.E., MECHANICAL	Sri Ram Engineering College, Chennai	2007-2011	80
HSC	St. Joseph Matric Hr. Sec School, Chennai	2005-2007	84
SSLC	St. Joseph Matric Hr. Sec School, Chennai	2004-2005	82

PROJECTS:

- REDUCTION OF DENTS & BUMPS ON STAMPING PROCESS at FORD INDIA PVT LTD
- Design and Fabrication of 'JAW COUPLING UNIT'

AREAS OF KNOWLEDGE:

- Sales and Marketing
- Business Development
- MS – Office
- Team management
- Problem Solving
- Safety

ACHIEVEMENTS:

- Best Region Award for Sales and Customer Quality support for the year 2016.
- Received Exemplary Award in the Year 2017.
- Secured Appreciation letter for Exceeding Customer Expectations
- Completed Safety Course in NEBOSH.
- Secured Appreciation Mails from OEM like Ashok Leyland for Supporting OSHA.

PERSONAL DETAILS:

Address: Madhavaram, Chennai – 600060
Marital Status: Married
Nationality: Indian

DECLARATION:

I hereby declare that all the details mentioned above are in accordance with the truth and fact as per my knowledge. I hold the responsibility for the correctness of the above mentioned particulars.

(SURENDAR G)