

P.T.CHANDRAKUMAR B.E(Mech),M.B.A.

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Senior Level Engineering Assignments in Sales & Service with a reputed organisation.

Professional Overview

- A goal oriented professional with **20 years** of rich experience in Sales & Marketing -Techno Commercial Operations & Customer Support.
- Hands on experience in carrying out negotiations and finalising the contract agreements and handing over to operations and delivering the Promises intime.
- Proficient in managing sales operations, building healthy client relationship & achieving higher level of customer satisfaction.
- Undergone training in **Dale-Carnegie** for sales man ship and interpersonal skills.
- Developing new clients & achieving desired sales goals.
- Possess excellent interpersonal, communication and organizational skills.
- Managing Sales engineers all over south India to co-ordinate and cooperate to meet the targets.
- Providing trainings and input to the engineers regarding the Products .

Areas of Expertise

- Implementing competent business strategies to market a wide range of industrial products & achieve pre-set sales and profit targets.
- Analysing latest marketing trends and tracking competitors' activities & providing valuable inputs for fine tuning sales & marketing strategies.
- Mapping client's requirements and providing them expert advisory services pertaining to the selection of right products.
- Identifying prospective clients to generate business from the existing accounts and achieving increased sales growth thus catalysing profitability.
- Giving presentations and demonstrations to the prospective client.
- Sustaining the existing relationships & accounts for further enhancement in business and working in close coordination for generation of business.
- Handling new clients, establishing corporate relationships & providing solutions for their service related queries & giving the right product to the right customers.

Organisational Experience

From Aug '08 - Till date with M/s. Sanke Pumps – Chennai as Sr. Manager – Customer support (Sales)

(The concern is engaged in Manufacturing of Horizontal Centrifugal Pumps for Process application, PP Pumps from Vepampattu, Thiruvallur Dist (which is 45 kms away from Chennai,Tamilnadu)

Tasks & Duties

- Developed the Market for Sanke Pumps for above regions **from Initial stage to till date.**
- Successfully handling OEMS, Process Industries all over Tamil Nadu, Andhra Pradesh, Telengana, Karnataka, Kerala and Part of North India .
- B 2 B Segment and Dealer selling .
- Extensive travelling all over south and Western India.

Achievements

- Developed a new customer Ruchi soya in Gujarat from HO.
 - Developed a new customer in Srilanka through an OEM M/s..Veltech Engineers
 - Entry in to Government organization customers like ORDANCE FACTORY BOARD - 1.Cordite factory –Nilgiris 2, High explosives Khadki –Pune through Tender Participation.
 - Recruited New Sales Engineers for the above region. Product training, Sales training given to the Engineers. Co-ordinating and Co-operating with the concern engineers to achieve the target as a team work.
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From Aug '07 - June '08 with M/s.Vanavil Engineers Pvt Ltd., Chennai as Senior Engineer – Marketing

(The concern is engaged in Dealer of M/s Akay Pumps Ltd.,)

Tasks & Duties

- Successfully handling clients such as consultants, OEMs, process Industries all over Tamil Nadu, Kerala.
 - Generating enquires, preparing quotes & finalising orders, payment collection 'C' Forms.
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From May'04 – July '07 with M/s.Alfa Laval (I) Ltd., in Chennai Branch as Senior Engineer – Sales & Service.

(The concern is engaged in manufacturing Pumps, Valves & Fittings)

Tasks & Duties

- Successfully handled clients such as Sanitary Industries - Dairy, Pharmaceuticals & Beverages etc., all over Tamil Nadu.
- Generated enquires, preparing quotes, discussing technical details & finalising orders, payment collection & service.

May'00 – May'04 with M/s.Vanavil Engineers. (Pvt) Ltd., Chennai as a Senior Engineer – Customer Support

(The concern is a dealer of Akay- Chemflo pumps & fluid Check Valves)

Tasks & Duties

- Successfully handled clients such as consultants, process Industries, contractors all over Tamilnadu
- Generated enquires, preparing quotes, discussing technical details & finalising orders, payment collection & service.

Jul'97 – Apr'00 with M/s.Fluid Line Systems & Controls, Chennai. as a Sales Engineer

(The concern is a dealer of K.S.B, India manufacturing pumps & valves)

Tasks & Duties

- Successfully handled clients such as Consultants, Process Industries, Water Treatment System, Piping Contractors in Chennai.
- Generated enquires, preparing quotes, discussing technical details & finalising orders, payment collection.

May'97 – Jun'97 with M/s. Scope Marketing Private Limited, Chennai. as a Field Executive

Tasks & Duties

- Involved in various projects to find out market strategy of big companies & meeting end users, dealers & tracking the problems in the Dealer network.
- Successfully handled projects for ELGI & Co. Ltd.

- Played a key role in meeting the end-users, dealers & finding the problem in the product & in the dealer network.

IT Knowledge

- Working knowledge of AutoCAD 2004
- MS office

Education

- B.E (Mech) from Thanthai Periyar Govt.Institute of Tech., Vellore (Madras University)
- M.B.A. From Tamil Nadu Open University ,Chennai.

Personal Details

Address : Plot No.26,Door no.832,First Floor,Vinyagar Koil street,
Gergumbakkam, Bharathi Nagar ,Chennai-122.

Permanent Address : No.7, Malar street, Ganapathy Nagar, New Vilangudi,
Madurai – 625 018.

Father's Name : N .Palaniappan.

Marital Status : Married.

Languages Known : Tamil , English, Read ,Write, speak a little in Hindi &
Speak in Telugu & Speak and Read in Malayalam.

Date of Birth : 20th April, 1974

Declaration

I hereby declare that all the information provided above is true & complete to the best of my knowledge and belief.

Place : Chennai

yours faithfully

Date : 07-10-2020

(P.T .CHANDRAKUMAR)