



**VIMAL RAJ.K**

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**CAREER OBJECTIVE:**

To work in a firm with a professional work driven environment where I can utilize and apply my knowledge, skills which would enable me as a fresh graduate to grow while fulfilling organizational goals.

**BASIC ACADEMIC CREDENTIALS :**

Qualification	Board/University	Year	Percentage
MBA., (Marketing and Operations Management)	College of Engineering(CEG) , Anna University, Chennai.	2017-2020	7.59 (in CGPA)
BE.,(Electronics and Instrumentation Engineering)	Sethu Institute of Technology, Virudhunagar - Anna University, Chennai.	2010-2014	7.85 (in CGPA)
HSC	CEOA MHSS, Madurai.	2009-2010	79.4
SSLC	Mary Immaculate MHS, Madurai.	2007-2008	77.6

**WORK EXPERIENCE :**

**Blue Star Limited,Chennai.**

Assistant Manager from July,2021 to present.

- Empowering Blue Star products in the open market.
- Competing with local parties with Service and also with pricing.
- New Business Enquiry for Retrofit,AMC, Repair & Service and Spares.
- Traveling through out Tamilnadu for revenue generation for the branch.
- Coordinating with vendors for on time inspection of sites.
- Submission of proposals for the customer requirement and followup for Order as well as Payment.
- Coordinating with our CBO team to supply the material on time to customer.
- Arriving AMC Annual business plan and Monthly plan for the branch.

**Blue Star Limited,Chennai.**

Senior Executive from July,2016 to June'2021.

- Meeting Annual Business Plan Target of AMC Business Revenue .
- Managing Dealers/Associates to achieve their Financial year targets.
- Generating Enquiry for New AMC business of Split ACs, Ductable, Package ACs,VRF Air conditioners.
- Generating and Submitting the AMC proposal to customers.
- Close followup with customer to get the AMC PO along with advance payment.
- Visiting customer site for getting AMC Negotiations and outstanding payments .
- Handling service escalations and support Customer.
- Will work on Sales Vs IBASE to enlarge the Tonnage for AMC Revenue.
- Working on branch dealer wise ABP target,Sending out dealer ranking list based on their performance to enhance them.

**HCL Services Limited On-site support, Chennai.**

System Engineer from May,2015 to June,2016.

- Co-ordinating with network and server team.
- Co-ordinating with Vendors for spares and support.
- Assembling, troubleshooting of all type of Desktop PCs.
- Installation of operating system windows 2007,2008.
- Installation,Configuring and troubleshooting MS Outlook 2007,2010 versions.
- Activity on installation and allocation of new laptops and desktops.
- Lead in Activity on Mail upgradation for Chennai zone.
- Activity on AV upgradation.
- Activity on Asset maintenance.
- Activity on Autocad installation and License migration.
- Activity on SAP upgradation.
- Installation and troubleshooting printer and related issues.
- Responsible for Creating and Sending of daily reports to the manager.

**Care IT solutions private limited On-site support,Chennai.**

Desktop Support Engineer for **WIPRO** client location from Jan to till April, 2015.

- Assembling, Troubleshooting of Dell desktop PCs.
- Troubleshooting Dell laptops and call logging with dell tech support
- Troubleshooting Olivetti printers used in this Bank sector.
- Installation of operating system windows XP, 2007.
- Configuring system to domain.
- Troubleshooting Network related complaint.
- Sending of daily reports to my manager.

## **HCL Services Limited On-site support, Coimbatore.**

Desktop Support Engineer at Pricol Limited from July to Dec, 2014.

- Assembling, troubleshooting of all type of Desktop PCs.
- Installation of operating system windows XP,2007.
- Installing and Troubleshooting of both Hardware & Software related issues.
- Adding system to domain.

## **INDUSTRIAL EXPOSURES:**

- Has undergone In-plant training at **Railnet, BSNL, Madurai**
- Has gone to Industrial visit to **Windmill Power Station, Pollachi.**

## **AREA OF INTEREST :**

- Fibre Optics
- Industrial Data Networks.

## **PROJECT :**

**Title of the project:** “Localisation of faults in optical fibre cable using online OTDR technique” in **Bharat Sanchar Nigam Limited, Chennai.**

### **Description:**

We have designed the FTTH network using fibres to find out the faults present in this fibre. We send particular wavelength through same fibre in order to find out the fault by using OTDR. The wavelength send from the OTDR will continuously check the status of the fibre and gives the report to the operator. If found any fault the operator will inform labour to remove the fault by saying the location of the fault. This process will be done before getting of any complaints from the customer. This is called online OTDR technique.

## **TECHNICAL QUALIFICATION:**

- Completed **Microsoft Technology Associate (MTA)** International Certification Course in Jan, 2015.
- Completed Computer **Hardware and Networking** certification course at **Tamilnadu Polytechnic College, Madurai.**

## **ACHIEVEMENTS:**

- Won Second Prize in “**Circuit Debugging**” in National level technical symposium conducted at **R.V.S college of Engineering and Technology, Dindigal.**
- Actively participated in various sports activities for inter school.

**EXTRA-CURRICULAR ACTIVITIES :**

- Represented my class for two semesters in Sethu Institute of Technology.
- Executive member of event organising committee in Sethu Institute of Technology.
- Certified as active member of NSS team for three years from Anna University
- Certified as participant of Workshop conducted by BSNL at Anna University.

**INTERPERSONEL SKILL:**

- Ability to rapidly build relationship and set up trust.
- Confident and Determined
- Ability to cope up with different situations.

**PERSONAL INFORMATION:**

Date of Birth : 09-05-1992

Father's name : Kannan.R

Mother's name : Ramalakshmi.K

Languages known(R,W,S) : Tamil, English.

Learning Language : Telugu

Mailing address : 84/1, Maniyanji, Kumaram post,  
Madurai - 625018.

Hobbies : Working with Electronics, Playing Kho-Kho, Kabadi

**DECLARATION:**

I do hereby declare that the particulars and facts stated above are true to my knowledge and belief.

DATE :

PLACE :

**K.VIMAL RAJ**