



## **Jegadeesan (Allies Jegdish)**

### **Present permanent Address:**

7/2. G.A. Road, 4<sup>th</sup> Lane,  
Chennai-600021  
Tamil Nadu-India

### **CONTACT :**

**Mobile: +91 80723 73215**

### **Email:**

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### **Top Skills**

- \*Government Sales.
- \*Govt. business Development
- \*PSU sales
- \*Business Development
- \*Tenders
- \*Team Management
- \*Operations/ Execution
- \*Administration

### **Languages Known:**

- English-Proficiency
- Hindi -understand
- Tamil- Proficiency
- Malayalam - Speak
- Telugu- understand

**Applying for:** – Business Development Manager

### **PERSONAL DATA.**

#### **Education:**

D.M.E. - Diploma in Mechanical Engineering.  
A.M.I.E - Associate Member of Institute of Engineers.  
Annamalai University - M.A.Public Administration.  
Kotagiri Public School – Kotagiri , Nilgiris( India )  
Additional Certificates - Computer Applications.

#### **Key skills:**

Government Sales, Govt business Development, PSU sales, business Development  
Tender Preparation, Presentation & Participation Independently.

**Experience :** - 18+ years of Industrial Experience.

**Role:** Industrial Sales/ Business Development Manager .

**Position:** Senior Manager / GM - Government Sales.

B2B Sales / Corporate Sales / Government Sales/ Industrial Sales/ Sales Head .

**Industry:** Can Handle any Industry.

#### **Presently: Printing / Packaging**

Position Held: Vice President Marketing( Kumbhat Group) 2006 – till date: 2020

\* 15+ years of industrial experience.

- \* Experience in dealing with Government Bodies (State and Central Govt and PSUs).
- \* Analytical skill set, strong presentation skills, ability to interact with any level within an Organization.
- \* Well-Developed Interpersonal Skills and Professional Demeanour Diplomatic and Negotiating skills with the ability to work with initiative and maturity.
- \* Generate Business from State Excise Departments, Electricity Department, Transport Department, Election Dept of the respective states.(Tamil Nadu / Kerala / Karnataka).
- \* Handled large volume Excise department tenders all over India .

**PAST EXPERIENCE:**

**First Job: Project Manager:**

Ransburg Gema GMPH  
Surface Finishing System Turnkey Projects  
Indian Counter Part  
Vijayshree Equipments Pvt Ltd.  
Gundy, Chennai – From Year 1987- 2000

**Projects Handled & completed Successfully In India**

Indian Projects for Appliance - Voltas, Bajaj, Maharaja, Hyderabad Alwyn, ,  
BPCL,Vediocon , LMW.

**Foreign Projects:** U.A.E –Sharja. (Completed in 2 years )

**Second Job : Project Manager.**

Navabharath Engineers Ltd , (New Era Group)  
Cv Ramaswamy Road Alwarpet  
Chennai- from year : 2000-2006

**Foreign Projects:** U.A.E –Sharja.

- 1) Vietnam- at Hochi-minh City.  
Full incharge for Hong Leong Singapore-Saigon (Vietnam)  
Including execution at Hochi- minh city Vietnam . (completed in 3 years)
- 2) Sri Lanka  
Savanakala Sugars

**Third Job:** Present – Kumbhat Group ( Mentioned above in first page)

Expected CTC: INR as per your Company norms.

Reason for Change over- for better prospects.

Regards,

S/d

***P. Jegadeesan ( Allies Jegdish)***