



## J.RAMESH

### SKILL SETS

#### MS - OFFICE

Excel	● ● ● ● ●
Word	● ● ● ● ●
Powerpoint	● ● ● ● ●

#### ERP


SAP - Hana	● ● ● ● ●
E- Chain	● ● ● ● ●
CRM - Module (Service )	● ● ● ● ●

#### Languages Known

Read - Write - Speak  
English & Tamil

### | CONTACT

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### EDUCATION HISTORY

Management - Bachelor of Business  
Administration (B.B.A.)

Technical - Diploma in Electrical & Electronics  
Engineering

### SALES & MARKETING SUPPORT

Energetic, result oriented sales and support professional with 20 + years of experience in data handling, interpretation of sales metrics, Co-ordination and MIS reports.

### WORK EXPERIENCE

#### Tractors and Farm Equipment Limited -

##### Power Source Division

(A Member of Amalgamations Group)

**Senior Sales Executive - Since Dec'2012**

#### Alpump Limited

(A Member of Amalgamations Group)

**Senior Executive - Feb'2007-Nov'2012**

#### First Flight Couriers (P) Limited

**Sr. Account Assistant -Mar'2001-Jan'2007**

#### Premnath Diesels (P) Limited

**Trainee Service Engineer -July'1998-Oct'1999**

## JOB PROFILE AT TAFE POWER SOURCE DIVISION

- Interfacing with major clients such as **defence, air force and ordnance factory**.
- Daily and Monthly sales report preparation and coordination with OE, B2B & Defence customer.
- Receivables tracking and demand forecast for OE and B2B clients
- Consolidating inputs from various Key Account Managers (KAM) and compile the inputs to be shared with Finance team for budgeting requirement
- Provide inputs in bidding and quotation which increases the sales thereby supporting the business development.
- Ensuring the documentation requirements as part of registration in accordance to Directorate General of Quality Assurance (DGQA) and Director General of Supplies & Disposal (DGS&D)
- Proactive tracking and communication of price changes (Lead used in batteries) to OEM and B2B on price revision.
- Tracking and ensuring the NDA and Legal documentations have been obtained before on-boarding new clients & vendors.
- Performing the role of AMCO Service CRM admin to ensure that the OEM, B2B & B2C queries are addressed within the agreed SLA.
- Preparing daily Warranty replacement report for clients and providing the data to plant to measure the warranty claim ratio.
- Ensuring the stocks to demand/supply are met and any carryover inventory will be liquidated subsequently.

## AWARDS & ACHIEVEMENT

- Star Performer awards for engaged with bulk vendors of traction batteries and was successful in getting decent price within Chennai for disposal of this stock to save on the transportation cost. In four months' time, we managed to sell entire lot of traction batteries.



## JOB PROFILE - ALPUMP

- In-charge to approve and clear the finished consignments to be delivered to the clients on time
- In-charge of Tata motors pump assembly section.
- In-charge of Production planning & Controls (PPC) in Alpump for the Tata Motors, Ashok Leyland and aftermarket. Implementation member for e-Chain ERP system for production line.
- In-charge of assembling, packing and dispatching products like Water Pump and Repair Kits to the customers.
- To maintain the inventory of stocks and to proactively plan for the clients future requirements.
- Coordinated with various internal departments to obtain and deliver the stock that needs to be dispatched to the client.
- Performed monthly reconciliation of stocks and to place the order for raw materials to be supplied to the production department.
- Timely reports to the Production Manager (Foundry department) and Purchase department, in order to maintain the productivity flow.

## JOB PROFILE - FIRST FLIGHT COURIER

- Accounting Daily Cash & Credit Sales.
- Follow-ups with Sundry Debtors.
- Provided inputs in Billing Activities.
- Collate data across 50 branches in city for reconciliation.
- Converting the data received to the format required for accounting purpose.
- Consolidation of the cash reports for each branch and for accounts dept.
- Validating and approving the quotation from clients and generating the bills for the transaction made.

## JOB PROFILE - PREMNATH DIESELS

- To dismantle the Gearbox of Earth movers to fix up the problem.
- To physically check the inner and outer body of the Gearbox housing to identify the cracks or damages.
- To prepare the list of materials to be replaced for the damaged gearbox under repair.
- To place the quotation to the customers for approval to replace the damaged parts.
- Post approval forwarding the request to the purchase department to place the order for the replacement of spares in gear box.
- Servicing the gearbox and also performing the Quality check after the product has been made ready

D.O.B - 25-05-1976

Marital Status: Married



6/44, Rajagopal Street ,Chintadripet ,  
Chennai -600002

References: Mr. D.R.Srinivasan, AVP - Finance, Tractors and Farm Equipment Ltd, Chennai  
Mr. Sivaramakrishnan Ramachandra - Managing Partner ,Littler Associates, Chennai