

Vinoth Kumar N

Profile Summary

- A versatile professional with over 10 Years of experience in Marketing - Sales, Tendering, Advertisement, Trade Marketing, Material Management in SAP, Vendor Relationship Handling, Service Marketing, Handling Purchase Orders & Logistic, Business Development.
- Actively participated in negotiating tenders, payment handling, releasing outstanding payments, finding the potential suppliers & customers. Interacted for many Govt Industrial Projects/ Power Utilities, Handling MNC Customers.
- Hands on experience in Energy systems & Testing Measurements like Sf6 Gas accessories, CFL's, Cables, Relays (ABB & Alstom), Earthing Materials & other Electrical Accessories, Hazardous Waste Management units.
- Rewarded my Internship Project as "The Best Project" from JWT Advertising Agency. Recognition given for releasing the outstanding payment. Firsthand exp in SAP - Procurement Management module.
- Visited 13 countries, leadership skills, Team management skills, communication skills & presentation skills.

Professional Experience

Sr. Deputy Manager – TamilNadu Waste Management Ltd (RAMKY Group), Chennai. July 2018 – Present

Job Summary:

- Taking care of Entire South Chennai Region covering areas like Oragadam, Sriperumbudur, Irungattukotai - SIPCOT's & Other SEZ units, (Kanchipuram dist) etc.
- Service Handling - Hazardous Waste Management (Authorized Service Provider for Tamil Nadu Pollution Control Board)
- Targeting the Industrial customers who have Min & large Generation of Hazardous waste & impose them to dispose the Hazardous Waste with Environmental friendly process.
- Handling the Customer with entire process to dispose them the Hazardous waste from Industries and with respective Disposal Pathway in our GPD Site.

- Finding out the potential Customer regarding their large quantity of Haz waste, Inspecting waste yard, Arranging Vehicles, Raising Quotation and Invoice submission after disposing the waste, Payment Collection, GST Certificate maintenance.
- Maintaining the Database & Handling exactly 253 Customers list with Monthly waste Generation and Annual Generation and Invoice rising monthly to each customers.
- Maintaining Good relationship with all the customers also planning vehicles and providing delightful services as per their requirement.
- Collecting very old payments which are older more than 5 years by providing respective document along with correct invoice.
- Clearing the Issues with customers and also help them to get Authorization for Respective category waste from TAMIL NADU POLLUTION CONTROL BOARD.

Professional Experience

Deputy Manager – Syselec Technologies Pvt Ltd, Chennai. *June 2016 – Present*

Job Summary:

- Taking care of Entire Southern Region which includes TN, Kerala, AP, TS, Karnataka.
- Products Handling - SF6 Gas Testing & Measuring Instruments/ PD/ Leak detection Camera.
- Finding the potential Customers in the market and generating requirements by educating customers with advanced technology models by providing Presentations, Demo etc which are applicable for 110kv/ 220kv/ 400kv/ 765kv.
- Focusing and Generating enquiries from all Substation Projects, entire Power Stations - O&M cases.
- Experienced dealing with all five State power utilities of TANTRANSCO, TANGEDCO, APTRANSCO, TSTRANSCO, KSEB, KPTCL etc.
- Supplied our Products and Involved in entire Marketing activities with the following efficient EPC's - GE, ABB, L&T, BGR and other contractors etc all over south region.

Marketing Manager –Srivari Agencies Dealer for Alstom, ABB), Chennai.

Jan 2014 – June 2016.

Job Summary:

- Meeting potential Panel Builders, TNEB Substations and Industrial Customers like TANTRANSCO, NCTPS, NTECL, NLC, KSEB etc and generating enquiries regarding ALSTOM make Numerical Protection Relays & Auxiliary Relays.
- Taking care of submitting the Tenders by reading the entire Technical Specification details and quoting the price.

- Taking care of entire Marketing functions with my team by preparing offers and sending quotations to the customers, converting the offers into orders and executing the entire process till the payment is received from the customer.
- Taking care of the entire Logistics process.

Marketing Engineer – Texas Powertech, Doha –Qatar. *March 2013–Nov 2013*

Job Summary:

- Finding out the potential project customers and their requirements based on electrical materials like power cables, Cable cleats, Earthing materials, Fire coating etc.
- Providing our Company profile and fixing appointments with the new customers to explain our existing products.
- Receiving the Enquiries from customers and preparing the offers and getting orders and monitor till the materials reach customer and also taking care of receiving payments.
- Preparing the offers based on the technical requirements by understanding the specification for our existing customers like L&T, Siemens, Elsweddy Cables, NCC.

Marketing Trainee –Finolex Cables Ltd, Chennai. *Jun 2011 to Feb 2013*

Job Summary:

- Market study, Market analysis report, Designing Marketing strategies & Conducting Promotional activities.
- Involved in Pre-Sales activities to sell the product.
- Involved in SAP activities- Booking Orders, Checking Stock.
- Appointing new Distributors and retailers and forming the network among them to supply the materials and achieving the targets through Distributors.
- Building relationship with retailer and distributor, Project Customers by visiting and appointing more dealers and distributors to expand the network of market.

Management Trainee, Tendering – Areva T& D Ltd., Chennai. *Feb 2008– Feb 2009*

Job Summary:

- Involved in all tendering activities for various SEBs / Public Undertaking / Power Utilities & Various Industries.
- Preparing the BOM (Bill of Materials) & commercial offers for 33KV, 66KV, 132 KV Systems for Control & Relay panels based on the SLD / Technical specification.
- Understanding in the scope of Contracts & Technical requirements.
- Internal co-ordination with other department such as Project management, Engineering / Design for job handing of the received Purchase Order.

- Preparation of pre-bid queries with respect to the specifications.
- Preparation of tender related technical documents such as GTP (Guaranteed technical Particulars), BOM, Assisting in the Costing Preparations along with Competition Analysis etc.
- Involved in SAP Activities.
- Site Engineer in Maharashtra for the SMS Project till from Feb 2009 - April 2009.

Education – Full Time Course

M.B.A in Marketing & HR. St. Joseph's Institute of Management, Trichy- 2009- 2011

B.Tech in Electrical & Electronics Engineering in Bharath Deemed University, Chennai during 2004-2007

Diplomat in Electrical & Electronics Engineering in S.R.M. Polytechnic College, Chennai during 2002-2004

Certification & Merits

Certified for Making an Advertisement through Alaihal Media, Trichy - MBA Project

Learnt the Basics of Electrical Cadd in CADD Centre, Chennai

Music in Piano - Certified for Completed 6th Grade,

Music in Theory - Certified for Completed 4th Grade from Trinity College, London.

Personal Profile

Name (as per Passport): Vinoth Kumar Nirmal Kumar

Passport No : G6485807

D. O. B. : 09.07.1985

Languages Known : Tamil, English

Residential Address : No.48/25 Manimegalai Street, East Tambaram, Chennai - 600 059

Marital Status : Married