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| **RAMKI M  D NO 5/4A KAMATACHIAMMAN KOVIL STREET,ALANDURAI COIMBATORE-641101 +91 9894109028 ramkiam35@gmail.com** |

# Objective

To seek a challenging position and to dedicate my service to a reputed organization to expose my talents and skills, I will be an honest person and have willingness to work hard and take up a Responsibility jobs and to be friendly, well disciplined.

# PERSONAL

* Business Development
* Team Handling
* Sales & Marketing
* Self-motivated
* Creativity and New Ideas

# experience

**TERRITORY SALES OFFICER – Hershey's india(p)Ltd**

**SEP 2018 – till date**

Hands-on experience in working with the sales and service for the preparation of annual Targets, monthly forecasts, and strategic plans. Targeting all kind of consumers to promote our product.

* Working as a Sales Officer in Coimbatore, Tiruppur Territory
* Taking Care of 9 Distributors Primary & Secondary& Infra & Investment
* Handling 5 Sales Representative..
* Following Primary and Secondary Billing

**RELATIONSHIP EXECUTIVE | AMAZON.IN**

**SEP 2015 – DEC 2016**

* Stock maintenance and store infra check list will be prepared and maintained
* Create the new outlet and maintained the payment issues.
* We maintained the store activity and relationship with customer

**TERRITORY SALES Incharge – Hershey's India (p) Ltd**

**AUG 2014 – SEP 2015**

* Sales and Stock maintenance
* Create the new outlet and maintained the relationship with Retailer & Distributor
* Following Primary and Secondary Billing
* Enhancing market penetration, business volumes and growth by direct selling & project selling activities

# Education

**Bachelor of engineering (BE)**

**NEHRU INSTITUTE OF TECHNOLOGY**

2009 – 2013 with 68 % Aggregate marks

## HIGHER SECONDARY EXAMINATIONS “+2”

**Govt. hr. sec school Alandurai 2008-09** with 75% Aggregate marks

## HIGHER SECONDARY EXAMINATIONS “10th”

**Govt. hr. sec school Alandurai 2008-09** with 74% Aggregate marks

# Skills & Abilities

* An effective communicator with excellent analytical and interpersonal
* Amplified customer base by 70% by maintaining effective relationships, customer service and technological updates
* Track record of consistently achieving sales targets on every month by identifying high-yielding services & products on every financial years
* Handling planning, operations & analysis for assessment of revenue potential in business
* Managing sales and marketing operations for industrial products, ensuring accomplishment of set business targets, meeting the ever-increasing competition from organised and unorganized structures
* Identifying & developing potential customers for achieving business volumes consistently and profitably

**PERSONAL DETAILS**

Father name: MUNUSWAMY A

Date Of Birth : 16-01-1992

Nationality : Indian

Languages Known : English (Read/Write/Speak)

Tamil (Read/Write/Speak)

Telugu (speak)

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| DECLARATION: |

I hereby declare that the above furnished information’s are true to the best of my knowledge, and no information or details have been intentionally hidden, and I am fully aware of the fact that my selection is purely based on the genuineness of the above information.

**Place: Coimbatore.**

**Date:29.04.2023**

**RAMKI M**