





CURRICULUM VITAE

V Vinodh Kumar


Contact +91-9940098978; vvinodh.job@gmail.com

Professional Details

Industry - Warehousing & Industrial Park - 10 years

S.No	Company	Tenure	Position	Responsibilities	Achievements
1		Oct 2010 - Feb 2014	Manager - BD	Primary - Selling/leasing the warehousing space & industrial land -	Closed deals with Cadbury (134 acres), Unicharm (42 acres), NHK Spring (5 acres), Bergen Pipes (5 acres) and Eagle Burgmann (10 acres)
2		Feb 2014 - Feb 2016	Manager - BD	Lead generation - I Channel Development - Trade Bodies, IPCs, Advisory firms, Business Centres, EPC etc	Project did not take off
3		Jun-16 - May 2018	Sr Manager - BD	II Pipeline Development	Closed 4 deals - Nissi (1.27 acres), Shine Cables (1.66 acres) in SEZ and Color Sports (2500 sft) and an oil presser company (2500 sft) in FTWZ
4		Jun 2018 - Currently working	Manager - Leasing	III Networking - Attending Exhibitions, seminars of events on target sectors IV Secondary Research - News articles etc	1. Closed 2 deals measuring about 0.5 mn sft - A French company and an American company 2. Have sourced another 1.5 lacs sft of space. In final discussions

Industry - Hospitality - 3 years

Company	Tenure	Position	Responsibilities	Achievements
	2 tenures - June 2005 - Oct 2006 Dec 2008 - Oct 2010	Sales Executive Deputy Sales Manager	- Corporate Sales - To generate revenue - rooms, banquets, restaurants, Health Club and Business Centre	- Handled 350 accounts - Specialised in PSUs business

Education

Degree	Year of Passing out	Institution	Grade/ Percentage	Specialisation
MBA	2003-2005	IIPM - collaboration with IMI, Brussels	A (Ranked 2 nd)	Marketing
BCS	2000-2003	DG Vaishnav under Madras University	64%	Commerce
HSC	2000	T.I.School (Murugappa Group)	87%	Commerce
SSC	1998	T.I.School (Murugappa Group)	73%	

References

- Mr. Chandrasekher – Supervisor in Sri City - +919080020089
- Mrs. Raghini Peter – Supervisor in Srei - +919840444085

Academic and Extracurricular Achievements

- Was graded A+ for the Summer Project at HDFC, Chennai
- **Gold Medallist for Economics**

Personal Details

Date of Birth	12 th Aug 1982
Marital Status	Married
Interests	Test Cricket, Badminton, TT, Writing
Languages	English (S/W/R) Tamil (S/W/R) Japanese (Hiragana & Katakana) : (W/R) * S – Speak, W – Write, R – Read