CURRICULUM VITAE

**V Vinodh Kumar**

Contact 09940098978; vvinodh.job@gmail.com

## Professional Details

**Industry – Warehousing & Industrial Park – 9 years**

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| **S.No** | **Company** | **Tenure** | **Position** | **Responsibilities** | **Achievements** |
| 1 |  | Oct 2010 - Feb 2014 | Manager - BD | **Primary - Selling/leasing the warehousing space & industrial land -**  **Lead generation –**  **I Channel Development** – Trade Bodies, IPCs, Advisory firms, Business Centres, EPC etc  **II Pipeline Development**  **III Networking** – Attending Exhibitions, seminars of events on target sectors  **IV Secondary Research –** News articles etc | 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 | Project did not take off |
| 3 |  | Jun-16 – May 2018 | Sr Manager - BD | 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 | Description: Description: New logo.jpg | Jun 2018 – Currently working | Manager - Leasing | 1. Developing Pipeline 2. Sourced 3.5 lacs sft of space. In final discussions |

**Industry – Hospitality – 3 years**

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| **S.No** | **Company** | **Tenure** | **Position** | **Responsibilities** | **Achievements** |
| 1 |  | 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  - Develop channels | - Handled 350 accounts  - Specialised in PSUs business  - Feasibility study for GRT Kanchi by assessing potential from Sriperumbudur belt |

# *Education*

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| **Degree** | **Year of Passing out** | **Institution** | **Grade/ Percentage** | **Specialisation** |
| MBA | 2003-2005 | IIPM - collaboration with IMI, Brussels | **A**  (Ranked 2nd) | 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. Vaibhav Mittal – Supervisor in GMR - +919632345492
* 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

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