

SABARISH THANGAMUTHU

Goal-oriented professional targeting managerial level assignments in Sales Engineering with a leading organization of repute

Industry Preference: Manufacturing

- A seasoned professional with nearly 20 years of commendable success in:
 - ~ Sales Engineering
 - ~ Business Development
 - ~ Marketing Operations
 - ~ Key Account Management
 - ~ Channel Management
 - ~ Solution Provider

Currently associated with

TYP Rubber Beltings (India) Pvt Ltd., (August 2015 to Till Date)

(100% Subsidiary of Toyopower Automotive & Industries (Asia) Pte Ltd.) – HQ in Singapore - Globally present leading Power Transmission Belts & Accessories Manufacturer & Supplier for Industrial, Automotive and Agriculture segments – as Manager Sales – South India (in addition handled part of Middle East)
Covering states like Tamilnadu, Karnataka, Kerala, Telangana, AP & Pondicherry
Middle East countries like: UAE, Oman, Qatar, KSA, Jordan.

- Hands on experience in exploring and developing new markets, meeting channel partners, accelerating growth & achieving desired sales goals.
- Skilled at working and performing under demanding work environments, steering the organization to progress and profitability.
- Meeting clients of channel Partners and engaging them for presentation to bring business confidence.
- Expertise in spearheading development policies for achieving business from the clients.
- Efficient organizer, motivator, team player and a decisive leader with the ability to motivate teams to excel and win.
- Understanding the management policies, maintaining the documental procedures and implementing the activities recommended.

ORGANISATIONAL EXPERIENCE

1. Global Industrial Support Ltd Co., Yanbu, Royal Commission (Apr '10 to July'15)

Company Profile:

Into Manufacturing, Assembly, Trading, Rentals, Parts Supplies of all Light / Heavy Equipment like Brands of TOYOTA, GM, NISSAN , ISUZU , JCB, CATERPILLAR etc.,Including Road & Industrial Divisions.

Designation : Manager - Business Development

Work Profile : The responsibilities are

- 1 To be the client contact person and establish/maintain personal contact with key influential personnel. Ensure general client care and provide high level of services.
- 2 Identifying new Business, manage existing business with improvement and update sales force accordingly and develop winning strategies for complex opportunities.
- 3 Ensure strategic relations are developed and maintained between GISLC senior Management and client senior Management.
- 4 Prepare and maintain a Account plan for each client to effectively manage the relationship and research to establish knowledge of client like business strategy, company structure, hierarchy and identity of decision-makers and influencers. Develop long-term growth strategies.
- 5 Achieve agreed BD target to protect and grow business with the specified clients.
- 6 Achieved the specified Target of USD 120 Millions in spare Parts Sales .

2. Oman Trading Establishment L.L.C., Muscat (Jun '07 to Mar'10)

Company Profile:

Have exclusive alliance with leaders like General Motors (Cadillac Hummer & Chevrolet) , ISUZU , Subaru , Hyundai, Chery , Ssangyong, Ac Delco.

Designation : Assistant Manager – Parts

Work Profile : The job in brief would include

1. managing the existing business,
2. Identifying new markets,
3. Expanding the product range and focusing on growth
4. Expansion of dealer network and
5. Monitoring receivables

3. Renowned Auto Products Mfrs Ltd. (Aug '97 to Jun'07)

Company Profile:

A Multinational TS16949 certified, Auto components manufacturers having joint venture with Tenneco Automotive –USA (Holders of Armstrong / Monroe brands).

Designation : Engineer – Quality Assurance

Work Profile :

- Ensuring total customer satisfaction through providing quality service and dealing efficiently and professionally with the issues of related to customer grievances and dissatisfaction
- Ensuring defect free supplies to customers with strong exit control system
- Developed fool-proofing measures for production processes that prevent defects from occurring during manufacture products
- Active participation in Kaizen team, Poka Yoke team, 5S team, G8D team And SPC Team as a member
- Conducting internal audits, verifications of effectiveness of the implemented system

(From Apr'02 to Mar'04)

- Responsible for **After-Sales Services (South-Zone)** covering Southern States viz, Andhra Pradesh, Karnataka, Kerala, Pondy and Tamil Nadu
- Attending to Customer Complaints, Promoting Customer Service Activities to improve sales.
- Creating awareness about salient features of the product to the dealers, end users, etc., and thus reducing the non-genuine warranty claim and improving sales.
- Visiting Distributors and Dealers in spot for Warranty Inspection / claims Settlement, customer support to improve sales.

4. New Mann Engineering Pvt. Ltd. Chennai (June '96 to July '97)

Company Profile: Manufacturer of Channels, Angles for Civil works.

Designation : Production Engineer Trainee

Work Profile :

- Involved in fabrication of angles, channels etc.,
- Conducting welding strength test
- Involved in purchase of raw materials

HIGH-LIGHTS

Present

- Got break-through into UAE, Oman, KSA & Qatar with FCL Business.
- Got break-through in finalizing channel Partners though the present company operates on Imports with minimum inventory and high lead time for delivery.
- Got good support from channel partners to address the challenge of being new brand.

Past

- Achieved the specified Target of USD 120 Millions in spare parts sales.
- Selected to visit twice, one of our reputed overseas customers Border Holdings., Holders of Land Rover Brands in **U.K**, and thereby retained the customer with further improvement in the Business.

ACADEMIC DETAILS

Bachelor of Engineering in Mechanical & Production Engineering (First Class)
from Annamalai University during the academic years 1992 - 1996.

Date of Birth : 11th December 1972

**Address: 14048, Tower 14, Third Floor, Prestige Bellavista,
Kattupakkam, Chennai – 600 056. TN, INDIA.**

Mobile: (0091) 94449 47586

Email: rtsabarish@gmail.com

Link: <http://www.linkedin.com/in/sabarishThangamuthu>
