**RESUME**

**S.SATHISH**  Email : sathishindu39@gmail.com

**CONTACT NO: 9655140565**

Career Objective:

To secure the challenging position where I can effectively contribute my skills being a professional by possessing competent of Marketing & Management skills.

**Technical Qualification.**

* Master of Business Administration **MBA** (2008 – 2010) with 67 % at **Madurai Kamaraj university** - Madurai.
* Bachelor of Engineering **BE** (2001 - 2005) with 62%, at Pandiyan Saraswathi Yadav Engineering College, Undertaken by **ANNA UNIVERSITY** – Chennai – Tamilnadu.

Current Experience:

Employer : **C.R.I. groups**

 Duration : Aug 2016 to Till now.

Designation : Assistant Manager

Products : C.R.I Wires & cables

**work profile**

* To manage sub dealers / distributors in my allotted market centers.
* To appoint new dealers / distributors in vacancy market.
* To develop markets by using my sales team in every districts.
* To follow up & manage my sales team to generate business towards in growth and positive way.
* Handled areas: Madurai & TN South entire districts.
* Handled products: Housing wires, VIR / CTS, Round cables & Flat cables.
* Sales mode: Retails shops (sub dealers) by using distributors and appoint direct dealers.
* To maintain stocks, out standings & orders follow ups with distributors and dealers in every month.
* To conduct engineers meeting, electrician meeting’s, participating expos & brand promotion activities to develop our brand in markets.
* To send daily activity reports in daily basis to my superior.

Previous Experience:

Employer : **Hills wires & cables**

 Duration : Dec 2013 to July 2016.

Designation : Business development manager.

Products : Hills Wires & cables.

**work profile**

* To Visit New & old dealer’s shops for sell our products like wires & cables.
* To promote our products to existing and new dealers in South Tamilnadu.
* To develop Submersible cables, CTS & VIR cables, Flex cables in all types of ranges& UG cables sales to all electrical Dealers in south Tamilnadu.
* To conduct Engineer’s & Electrician meet in every two months once.
* To clear the doubts, Enquiries from participants at the meetings.
* To visit every electric shops and train up that counter persons in existing products details and sales techniques.
* To follow up every shops and dealers in daily basis.
* To follow up both orders and collections in regularly
* To visits and meets engineers, contractors, consultants for promote our cables for them own sites.
* To maintain daily basis report to my team head.

Previous Experience:

Employer : **SBI life Insurance co ltd**

 Duration : Sep 2012 to Nov 2013.

Designation : **Agency manager**

Department : Sales & marketing

**work profile**

* To be responsible for Advisor recruiting by the way of advertising and direct meet to publics.
* To give proper training to recruited advisors for insurance sales pitch, How to Underwrite the customers / KYC and how to handing customers in proper way.
* To visit every advisors house to analyses them financial and family details.
* To conduct every week end unit meeting’s with all advisors to analyses and planning’s for growth of business.
* To attend Joint call in every week with my senior branch manager to meet higher potential customers.
* To submit daily calls report and business report to branch manager.
* To underwrite every policies with advisor and customer to before login.
* To coordinate every day with our advisor team directly or over through phone.

Previous Experience

Employer : **Mack Teleservices pvt ltd**, Chennai

 Duration : April 2006 to Aug 2012

Designation : **Coordinator – projects**.

**work profile**

* To be responsible for construction activities in civil and electrical works in all sites.
* To assign engineers and contractors to every sites.
* To follow up’s from all warehouses materials quantity and update daily to vice president.
* To prepare and maintain daily progress report (DPR) to show our report progress daily to clients.
* To be responsible for acceptance of network by customer in the respective circle and to handover the correspondence tasks to clients.
* To be the responsible for materials transportation from warehouse to each sites.
* To manage site activities and site engineers works and sub-contractors tasks in every day.
* Daily site visit with clients and show the activities.
* Regular quality inspection to the sites and find the punch points to clear the issues.

Personal Memorandum:

* Father’s Name : M. Solaiyan
* Date of Birth : 20 April 1984
* Nationality : Indian
* Marital Status : Married
* Residing at : No:32, Bharathi puram colony 3rd street

 S. Alangulam, Madurai-625017

* Languages known : English & Tamil

Declaration

I hereby declare that the above- furnished information about me is true to the best of my knowledge and belief.

Place: Madurai yours truly,

Date: Sathish. S