**BOOMINATHAN.M**

**boominathan.m06@gmail.com** **Cell : 0-8088171586**

**Objective:** Seeking a dynamic career in an Organization where my knowledge and skills can be leveraged for the attainment of organizational objectives and goals as self-enrichment.

**Educational Qualification:**

* + **B.Sc Biochemistry** from **Alagappa University** during the year2007.
  + **HSC**  from **State board of TamilNadu** during the year 2002.
  + **S.S.L.C** from **State board of TamilNadu** during the year 1999.

**Career History:  Sales Manager**12+ years of rich experience in Product Selling.

**5th Company - specsmakers ASM & REFRACTIONIST from April-9 2018- APRIL-9 2020**

**4th company – lenskart home eye checkup REFRACTIONIST & SALES ADVISOR – from December 2017**

**3rd Company – Reliance Communications Ltd Cluster Relationship Manager** From December 2016

**2nd Company - Reliance Digital Mini Sales Manager** From August 2015 – NOV 2016

**1st Company - Universal Telecommunication Private India Limited for 7.5yr Manager Sales**.

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| **Duties Executed** *:*   * Responsible for Sales Target Achievement & Handled a Team of Max 16 Sales Executives & 15 Areas * Managing Showroom Operations from Opening to closing * Incharge of Stock Maintenance & Forecasting of Stock v/s Sales, in a FIFO model. * Reducing the Ageing Stock & having the Focus Models in place. * Planning & Organizing of Team Targets, & also motivating them to achieve the same. * Sharing the Daily reports of sales to Zonal Sales Manager & state head . * Having Regular Team Meetings & Reviewing the Sales performance of Team on timely basis. * Training team members on a regular Basis on Sales improvements Strategies & New product launch. * Have Maintained low attrition with in my Team & was appreciated by HR Manager. * Have Groomed Juniors in sales & helped them too be promoted as Manager to other Zones. * Have been a consistence performer & have grown the Sales business of my area month on month & was appreciated by the Zonal manager & State Head. * Was very instrumental in Lead generating by reference from existing Customer Base, for Corporate & Bulk Sales, * Following up with corporate customer & fixing appointments for Demo & sales. * Visiting the Office of Corporate customer & Explaining the Product & Closing the Sale for Bulk orders. * Follow up on Payments from the Corporate Customer & Billed the product. * Following Up with Supply Chain Department for the Products to be organized for delivery to Corporate Customer. * Have executed (Direct Home Delivery) DTH model, in my business area, which has contributed to my target achievement. * Planned & executed Hand bill distribution from Home to Home in various potential areas in my territory, with my Sales executives. * Have done Road Shows & Product Promotional activities with my team, & displaying the sample products & creating awareness & Building Database for increase Sales. * Interacting with potential Customer and expanding the current customer base within my assigned territory. |
| * Managing relationships with suppliers, vendors, sponsors, internal clients and community partners. |
| * Regularly travelling to corporate company Locations, meeting area managers and getting product feedback from them to increase sales. * Providing highly professional sales and marketing expertise and back up to sales representatives. * Working closely with distributor field teams to help lead strategic field initiatives. * Was in charge of all cash accounting activities in the showroom manager. |

**Key Skills & Competencies**:

* Ability to impact sales through coaching, counseling, and influencing others to accomplish desired outcomes.
* Researching, developing and executing new product launches.
* Identifying and selling against merchandising plans.
* Compiling and maintaining a customer database that documents appropriate customer information and contacts.
* Preparing itineraries, call reports and monthly business reports with sufficient detail and in a timely manner.

**Technical Exposure:**

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| * Technical Knowledge | * MS-Office, C++, SAP |
| * Operating Systems | * Windows 98,XP |
| * Data base | * MS-Access |

**Personal Profile:**

Date of Birth                                     : 18-11-1985

Gender                                              : Male

Marital Status                                    : Single

Nationality                                        : Indian

Languages known                             : English & Tamil & kannada

Address for Communication              : #901, 4th main,2nd cross,

Vijayanandanagar,Nandinilayout Bangalore-560096     
         
         
**Declaration:**

I hereby declare that the information and details provided are true and complete to the best of my knowledge.

Date:

Place: Bangalore                                                  M.BOOMINATHAN