**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.
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| * Managing relationships with suppliers, vendors, sponsors, internal clients and community partners.
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| * 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.
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**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
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| * Operating Systems
 | * Windows 98,XP
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| * Data base
 | * MS-Access
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**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