

M. VENKATA SUBRAMANIAN

(M) **09969726215**

@ subu1_4u@yahoo.co.in , vnkt.subramanian@gmail.com

CARRIER OBJECTIVE

Looking forward to a challenging career in the corporate world. To be able to use my skills in the growth of the associated corporation vis-à-vis creating my own identity

EDUCATION

PASSED DIPLOMA IN COMPUTER ENGINEERING AT 2005 THROUGH SRI RAMAKRISHNA NALLAMAI POLYTECHNIC, DHARAPURAM, TAMILNADU.

PROFESSIONAL QUALIFICATION

HDCHN (Honor Diploma in Computer Hardware & Networking) Through SISI, Palani on 2005

PROFICIENCY IN LANGUAGES

TAMIL, ENGLISH AND HINDI

WORKING EXPERIENCE

Worked as Sales & Service Engineer in Shree Chenniappa Computer Service at Coimbatore (10 months)

- Customer call handling and providing service support in time
- All types of Computer Hardware and Software problems handling, Installation, Networking and Maintenance support
- Update every day activities to Branch In charge
- Payment collections and generating more Clients for AMC
- Complete Preventive Maintenance visits in time
- Office spares stock management
- Ensuring complete customer satisfaction to providing timely service support

(2008-2012) working as Sales & Service Engineer in SAM Enterprises (Channel Partner for PHILIPS Medical Systems Ltd)

- All types of ECG MACHINE, PATIENT MONITORING, ULTRASOUND units problems handling
- Installation and After sales support
- Update every day activities to Branch In charge
- Creating more AMC (Annual Maintenance Contract) after expiry of warranty period
- Ensuring complete customer satisfaction in time
- Organizing Training programs at Client location
- Generating more new requirements and convert into on order with help of demo and training sessions

(2013-2014)WORKING AS CUSTOMER SERVICE EXECUTIVE IN EPICENTER TECHNOLOGY PVT.LTD BHYANDER (Mumbai)

- Handling all type of Customer issues and assign the solutions
- In bond process
- Out bond process
- Follow up the long pending issues and provide the support
- Preparing sales report with target and achievement yearly, monthly and weekly.

2015 April to 2017 May Worked as SALES COORDINATORE IN PRICOL PVT .LTD. (H.O.COIMBATORE) WORK PLACE IN (MUMBAI)

- Creating more new requirements with help of regular follow ups
- Arranging Technical discussion, demonstration of the products **SLD(speed limited device),CLS(Centralized lubrication system)**
- Continuous interaction with Clients officially and personally
- Handling marketing team accounts, salary, expenses and their work performance of 10 members
- Participating Tenders and convert into an order
- Maintaining daily sales report of area sales manager/sales executives online like total no. of retailers visited in a day and order taken range wise and product wise.
- Meeting RTOs, Transporters, Vehicle Dealers and all types of Heavy Movers for my products
- Update every day activities and weekly reporting to H.O
- Organizing workshop with Technical expert or Sr. Staffs to explain our Products
- Preparing their sales incentives on sales target achievement Monthly/quarterly/yearly
- Also coordinating sales and payment follow up of distributors.
- Order collection from distributors

2017 July to 2018 Fed Worked as ASSISTANT MANAGER – COORDINATOR IN SKAAT MACHINE WORKS INDIA PVT .LTD. (COIMBATORE)

- Handling marketing team accounts, salary, expenses and their work performance of 10 members
- Update every day activities and weekly reporting to H.O
- Preparing their sales incentives on sales target achievement Monthly/quarterly/yearly
- Providing order pending and dispatch details to distributors
- Preparing the Machine delivery schedule, Performa invoice,
- Maintaining daily service report of executives.
- Service materials In ward and out ward details.
- Also coordinating sales and payment follow up of distributors.
- Handling ISO work.

**2018 Oct to at present Working as Program Manager in
Winways systems Pvt Ltd
(Tally Solutions Pvt Ltd.)**

- Update every day activities and weekly reporting to H.O
- Handling Tally Channel partners -(ROTN)
- Acquiring new partners
- Monthly review meeting with Partners.
- Recruitment, On Job Training for dealer employees and Channel Partners.
- Working with partners and make them achieve their business plan target every quarter.
- EDM Creation and templates, Handling the Channel Partners FB Page and social media.
- Handling the Channel Partners Sales forces module.
- Team management, Development, Engagement and Motivation.
- Maintaining reporting dashboards for review.
- Liaison with Tally HO & Zonal team, periodic & proactive updates and recommendations.

PERSONAL INFORMATIONS:

DATE OF BRITH : 02 MAY 1987

Marital Status : Married

FATHER NAME : V.MAHALINGAM (LATE)

Address : 22-1/1st floor, Bharathi Nager, 2nd street,
Olymbus, Ramanathapuram,
Coimbatore – 641 045. Tamilnadu

Declaration

I am here declaring that all the information furnished above is true to the best of my knowledge and belief.

Date:

Place:

Yours Sincerely
(M. VENKATA SUBRAMANIAN)