

## CURRICULUM VITAE

Name	P. Balachandhar
Father's Name	C. S. Prabhakaran
Date Of Birth	20 <sup>th</sup> Mar'71
Address	108 / 51, Sami Pillai St., Choolai Post, Chennai-600112
Mobile No	9884015537
E-mail	balu_csp@yahoo.co.in
Nationality	Indian
Religion	Hindu
Education Qualification	Diploma in Civil Engineering(DCE)April'91, Board of Technical Education.  Diploma in Concrete Technology & Design of Concrete Structure – 1994 Annamalai University.  Bachelor Of Business Administration (BBA), 1997, University Of Madras.

### **Key Experience:**

**25 Years in Marketing** – Looking after entire Tamil Nadu Market related to Building Industries. Good relationship with leading Architects, Civil Contractors and Builders. Have successfully won many project in Paints, Roofings and Cladding industries.

**8 Years as Civil Engineer** - Worked in Leading Construction Company for Residential and Commercial Buildings in and around Chennai. Involved in estimation costing and quantity surveying.

## **DETAILED EMPLOYMENT HISTORY**

- ❖ Working as **Area Sales Manager** in M/s Jotun India Private Limited. From Sep '13 to Till date.

**Area of Work** : Builders, Architects, Contractors and Dealers

### **Job Profile**

| Key Accounts | Review Meetings | Client Interaction | Project Management | Product Implementation | Gap Analysis & Fine Tuning | Project Cost Estimation |

Architects: Specification of products  
Right product for specific applications

Builders: Costing and Dealer Fixing  
Site Inspection / Sampling the right products

Contractors: Specification of Products  
Costing for the project

Dealer: Special Rebates on volume projects  
Converting leads from Dealer

- ❖ Worked as **Regional Manager** in M/s Rhine Polymers India (P) Ltd. From Sep '08 to Sep '13.

**Area of Work** : Architect, Contractors, Fabricators and Dealers

- ❖ Worked as **Area Development Executive** in M/s ICI Paints India Limited from Apr'06 to Aug '08

**Area of Work** : Architect, Builders and Dealers

- ❖ Worked as **Manager Business Development** in M/s Eurobond Industries Pvt Ltd from Sep'04 to Mar'06

**Area of Work** : Architects, Dealers and Fabricators

- ❖ Worked as **Sales Engineer** in M /s ROFFE CONSTRUCTION CHEMICALS PVT. LTD, Nungambakkam, Chennai. From Sep '98 to Aug '04

**Area of work** : Industries and Builders

- ❖ Worked as **Deputy Project Engineer** in M/S ANUBHAV HOMES LTD, Royapettah, Chennai. From Apr'94 to June'98

**Area of Work :** Multi Storied & Non-Residential Buildings

- ❖ Worked as **Design Assistant** in M/s P.G.FOUNDATIONS, Besant Nagar, Chennai. From Apr'90 to Mar'94.

**Area of Work:** Residential & Non-Residential Buildings.

I hereby declare that the information furnished above are true and correct to the best of my knowledge and belief

Place : Chennai  
Date :

P. BALACHANDHAR