



# JEROME KINGSLINE B

Senior Executive – Sales and Marketing

To make a mark for myself in the marketing field and to be a good professional and be justified in my work.



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04 March, 1993

## LINKED IN ID:

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354549107

## LANGUAGES

Tamil  
*Full Professional  
Proficiency*

English  
*Full Professional  
Proficiency*

## WORK EXPERIENCE

### Senior Executive – Sales and Marketing Aluplast India Pvt. Ltd.

Mar 2019 – Mar 2020

-- All Over Tamilnadu.(Project & Retail)

- **Product Name : uPvc Windows & Doors**
- Generating qualify leads from various campaign from Customer Website, Just Dial, LinkedIn, Direct Bulk Mail, SMS, Whatsapp / Telecalling, etc...
- Follow ups the leads and fix the appointment with Builders / Architects. Providing brief introduction about the organisation.
- Send the proposal/ Quotation based on the client requirement in detail manner within the time period.
- Build long-term trusting relationship with customer. Regular Follow up and Convert leads to prospect stage.
- Writing up sales report, activity report and sales forecast on Weekly/Monthly/Quarterly basis.

### Sales Executive Sintex -- Bapl Pvt. Ltd.

Jun 2018 – Mar 2019

-- South Chennai (Retail Marketing)

- **Product Name : Water Tank**
- Handling Retailers and Builders and Source business for marketing the products to meet the various requirements.
- Identifying project sites in and around the specified geographical territory, to generate new prospects.
- Convince the Retailers to change my product in spite of buying my competitor's product in my area.
- Concentrating on Existing Retailers as well as Development of my Area.
- Contributing to the sales strategy and generating ideas for revenue maximization.

## **R&D Engineer**

### **Sree Vishnu Magnetics Pvt Ltd.**

*Jun 2014 – Feb 2016*

*-- Kannivakkam, Chennai.*

- **Product Name : Transformer Manufacturing.**
- Analysing the client requirements and verifying the same with the output generated.
- Post-delivery of product client is assisted is at all bugs are found.
- Bill of materials is sorted out reliable source is found out for the purchase.

## **INTERNSHIP - MARKETING**

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### **❖ Tube Products of India (Murugappa Groups)**

*Duration 2 months.*

*---Avadi, Chennai.*

#### **Key Task Done:**

- Did market survey for CDW and CDS Tubes.
- Field work to verify data.
- Reporting directly to the GM – Business Development Meeting with suppliers.

### **❖ Cloud IT Solutions**

*Duration 2 months.*

*---Trichy*

#### **Key Task Done:**

- Studied the Distribution Channels.
- Verify sales figures from distributors.
- Meeting various clients for customer relationship promotion on Free Service Scheme.

### **❖ FIIND INC.**

*Duration 1 months.*

*---Trichy*

#### **Key Task Done:**

- Collected necessary data about various companies (data analysis).

## EDUCATION

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### **Master of Business Administration (MBA)**

CARE School of Business Management – Anna University.

2016 – 2018

--with 75.8% , Trichy

### **Bachelor of Engineering (BE - EEE)**

Pavender Bharathidasan College of Engg & Tech – Anna University.

2010 – 2014

--with 68.9% , Trichy

## EXPERIMENTAL LEARNING - MARKETING

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- Went to sathya showroom to know about “Customers Brand Preference” for washing machines & Refrigerators.
- Went to Reliance Market to study about “Retail Management”.

## HONOURS AND AWARDS

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- Got **1st prize in Ad zap and Damsharas** phoenix'17 – at care cultural meet.
- Prepared a Documentary about “**Small Scale Business**”.
- Participated in 3<sup>rd</sup> National Conference on Entrepreneurship & Startup Competition “**YUTRY**” held on 6&7<sup>th</sup> Jan 2017,Trichy.
- Class Topper for the consequent Two Years of MBA (2016 – 2018).
- **Certification on Entrepreneurship:**

I had successfully completed this course on "**Introduction & Ideation**" organised by CARE center for Professional Development.

Date :

Place:

Yours faithfully,  
JEROME KINGSLINE.B