

A. JOEL

Email: ajoelchris@gmail.com Mobile: +91-9444313187

Address: No: 1 Barathiyar Nagar, Iyyanar Koil, Madurantakam - 603306

SYNOPSIS

Working as **Sales Officer for PC & GI Division (Protective Coatings & General Industrial) in Nippon Paint India Pvt Ltd**

BBA in Madras Christian College - Chennai

EXPERIENCE SUMMARY

Professional Summary

Experienced as a Sales Officer with skill to suggest the equivalent product and negotiate the commercial terms and co-ordinate with the SCM to supply the material on time.

Nippon Paint India Pvt Ltd., Chennai & Trichy – Sales Officer - (March 2017 to till date)

Key Responsibilities:

- Market coverage of key PEB Fabricators and Dealers.
- Getting product approval by meeting the PEB customer.
- Updating new products to the dealers and Direct customers.
- Drive volumes for all Nippon PC & GI Division products in the allocated territory.
- Identify new sales opportunities and ensure sales achievement.
- Handling the objections towards the supply and ensure the complaints to be solved.
- Co-Ordinating with other supporting departments like F&A, SCM and R&D.
- Reporting to the Business Head
- Fore casting for material and delivering materials as per the commitment.
- Collecting the payments as per the agreed terms.

Achievements:

- From zero I have done 80Lacs of business last year.

Spectrum Surface Solutions (I) Pvt. Ltd., Chennai

Sales Executive – (June 2009 to February 2017)

Key Responsibilities:

- Handled all the Direct customers & Dealers.
- Reporting to the Managing Director
- Products handled are Asian PPG Paints, Jotun Paint Paracoat Powders and Graco.
- Handled Customers like Johnson Lifts, BWE Energy, L&T Ship Building, Ludowinci Etc.

- Co-ordinating with the Supplier for material arrangement and supplying material to customer in on time.
- Collecting the payment as per agreed terms.
- Maintaining all the Purchase order.

ALLEGRO CAPITAL ADVISORY PVT LTD CHENNAI.

JUNE 2008 to February 2009

Key Responsibilities:

- Recruiting the Potential Sellers and motivating, guiding them to achieve the Monthly targets.
- Identifying the Potential customers and suggesting the Potential Product to the Customers and make them aware about the Product to make them to invest.
- Creating the trust in customer by giving the better service.
- Coordinating with other Business Partners to know about the new Product details.
- Processing all the formalities on behalf of customer to get the Policy documents on time.

ACADEMIC SUMMARY

BBA 2005- 2008 in Madras Christian Collage Chennai.

PERSONAL INFORMATION

Date of Birth : 05.01.1988
Languages : Tamil & English,
Marital Status : Married

REFERENCES

Mr.M. Ramakrishnan, - 9176692311
Business Head
Nippon Paint India Pvt Ltd

DECLARATION

I hereby declare that the above-furnished details are true to the best of my knowledge.

Place: Madurantakam

Date: 04.05.2019

A. Joel

