

K.Gnanakathiravan

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Mail :

OBJECTIVE

Seeking a position to prove my hard work and excellence, and in a quest of transcribing my competencies in a good working environment.

EXPERIENCE

- **Cera Sanitaryware ltd - Cera Tiles** (Nov 2019 to till date)
Asst - Manager
Coimbatore.
 - Major focus on Channel Sales , Projects and Govt Vertical Projects
 - To generate the project (Institutional sales) lead, following up with price quote, sampling and closing the call.
 - Working to sales and revenue targets (Primary and Secondary) as set by the Management.
 - Network development activity in Architects, Builders segment,
 - Major Customers I deal with **Casa Grande, VSK , NGP collage , Shir varsha , TVH**
 - **Venkatachalapathy&CO , PST , Shiv Constuction ,Sabari builders ,GMS , Shirpati , ALL Govt Related Contractors**
- **Asian Granito India Ltd. - AGL Tiles** (Nov 2017 to Nov- 2019)
Asst - ASM
Coimbatore .
 - Achieve monthly-quarterly sales budgets across all product category by value and volume.
 - Maintain payment collection target within the stipulated period.
 - Implementing Project, Pipe line Projects set out by the marketing team.
 - Addressing customer service issues as raised by the Project Customers
- **BJN paints india ltd.** (Dec 2015 to Oct 2017)
Sr. Sales Executive – Retail
COIMBATORE.
 - Identifying short and long term growth opportunities.
 - Presenting business proposals to prospective clients.
 - Forecasting and tracking key account metrics.
 - Keeping up to date with market trend and competitor activity.



- Being a point of contact to priority customers and resolving any issues that they have.
Appointed 2 SIS (shop in shop) in Coimbatore for FY 2015-2016

Ingenerie Technologies Solution Pvt Ltd
Sep 2015)

(Feb 2014 to

As a Assistant Manager Sales – Key Accounts’

- Collecting and communicating customer requirements to all necessary departments.
- Providing technical customer support as necessary.
- Conducting regular Business Reviews with customers and suppliers.
- Responding to client communications or queries.
- Networking with business partners and customers.
- Monitoring the effectiveness of any marketing campaigns

H & R JOHNSON INDIA (A Division of Prism Cement Ltd)
2014)

(April 2012 to Jan

Assistant Manager

CHENNAI

Demand Estimation

Network profiling & market share analysis.

- Competitor Analysis update on new launches & other activities.

Demand Generation

- Timely Sampling, Merchandising & Product training for Showroom staffs.
- Manage dealer showroom to develop and maintain a high standard of merchandising, placement, store branding, and proper display techniques in order to create an inviting impression for customers.
- Advertising through Branding, Wall painting, etc., in my respective geographical area.
- Network development activity in Architects, Builders.

ACHIEVEMENTS

- Supplied 50000Sq.ft of 2X2 Vitrified to St.Joseph Collage , Chennai.
- 2800000 Sq.ft of 2X2 Vitrified order is finalized and started supply for , IAS project KK Nagar.
- Supplied to all major builders and contractors like Amarprakash, Rpp infra, PNP Contractor, .Appaswamy, Radiance ,P&C construction , Touch Stone , URC, R.Kumar - Vellore, GK Shetty , L&T , Indo Project, Laxmi Builders Pace Builders , Hiranandani.

Ingram Micro India Ltd.,
2012)

(Jan 2010 to March

Senior Executive – Sales

Demand Conversion

- To achieve monthly-quarterly sales budgets across Brand/size/price category by value and volume

Demand Servicing

- Timely update to network on updated pricing, schemes, SKU List.
- Timely submission of dealer tie up targets to branch.
- Data on sampling expenditure v/s incremental sales.

EDUCATION

Bachelors of Science (Computer science) with 65 % (2006 to 2009)

C.Kandaswamy Naidu College , Chennai.

Higher Secondary Education with 69% (2005 to 2006)

St.Joseph's Boys Higher school , Susainagar . Thiruvannamalai

Secondary Schooling Education with 72% (2003 to 2004)
St.Joseph's Boys Higher school , Susainagar . Thiruvannamalai

PERSONAL DETAILS

- Full Name : K.Gnanakathiravan
- Father Name : K.Kuppuswamy
- Perment Address : 2/4 Bajanai kovil st , Araiyalam Post & village Arni T.K , Thiruvannamalai - Dist
- Date of Birth : 25.09.1986
- Marital Status : Married
- Children : 1

Place : Coimbatore

Yours truly,

Date :

K.Gnanakathiravan

