

# RESUME

## RAMKUMAR S.P

11/3449-21 Amirthanagar  
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### **SUMMARY:**

I have 5 years and 3 months of experience in sales industry & I am seeking career opportunity in an organization providing opportunities for professional growth, immediate challenges & potential advancement in the field of sales Industry. I would like to be a competent professional engineer along with continuously upgrade my technical expertise.

### **PROFESSIONAL EXPERIENCE:**

**1: NIPPON PAINT INDIA PVT LTD, Chennai** (From 17<sup>th</sup> August 2020 to till date)

**DESIGNATION : Team Leader (PDA)**

#### **ROLES AND RESPONSIBILITIES:**

- Set sales targets and motivate sales team.
- Recruit, train and coach the sales team.
- Delegating tasks and set deadlines for the team.
- Listen to team member's feedback and resolve any issues or conflicts.
- Prepare weekly and monthly sales reports.

**2: HITEC INDUSTRIAL FAN AND SYSTEMS, Chennai** (From 01<sup>st</sup> May 2017 to 21<sup>st</sup> march 2020)

**DESIGNATION : Sales Engineer**

#### **ROLES AND RESPONSIBILITIES:**

- Developed and implemented sales plan and strategy.
- Prepared and achieved sales objectives.
- Coordinated with clients and suppliers and maintained good relations with them.
- Managed sales activities for organization.

## **EDUCATIONAL QUALIFICATION:**

- **Bachelor degree** in the field of **Mechanical Engineering (2013 – 2017)** (Muthayammal Engineering college Rasipuram with **66.8% in first class**).
- **HSC in Syed Ammal Matric Higher Secondary School, Ramanathapuram** with **77.41%**.
- **SSLC in Syed Ammal Matric Higher Secondary School, Ramanathapuram** with **85.8%**.

## **TECHNICAL SKILLS:**

- Ms.office
- Autocad

## **PERSONAL DETAILS:**

Father's Name : Mr.S.Paramagurunathan  
Mother's Name : Mrs.P.Shanthi  
Gender : Male  
Date of Birth : 15/04/1995  
Nationality/State : Indian/Tamilnadu  
Marital Status : Single  
Languages known : English & Tamil.  
Hobbies : Playing Cricket, Listening Music

## **DECLARATION:**

I hereby declare that all the details mentioned above are true to my best of my knowledge and belief. If i appointed for the post I assure you that I will do my best for the organization welfare.

**Thank You**

**Yours sincerely  
Ramkumar S.P**