

SURESH PONNUSAMY

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Summary:

Experienced Sr. Sales Executive. Main strengths include providing outstanding Sales & Marketing support and effective customer service. Excellent skills that promote a quick resolution to technical problems. Motivated, independent, reliable, responsible, diligent, proactive and competent person. Quick learner.

Academic Qualifications:

- Technically qualified as BE graduate in Electronics and communication Engineering field from Anna University with 67.4% First Class .
- Passed HSC (Intermediate) with 65.2% in 2007.
- Passed SSC (High School) with 80.1% in 2005.

Professional Skill:

- Strong sales support engineering experience.
- Possess outstanding presentation, communication and convincing skills
- Ability to negotiate business contracts with customers.
- Excellent analytical and organizational skills
- Excellent multitasking and problem solving skills.

Software Skill:

- MS Office
- MS Office
- MS- PowerPoint

Career Objective:

Company: Vijay Transtech Pvt Ltd (Mumbai)

Position : Sr.Sales. Engineer

From : 2018 to 2020

Job Responsibility:

- Responsible for assigned sales targets (monthly, quarterly and annually)
- Goals set for centers month on month, maintaining relationship with target customers, customer service, ensuring high rate of return on investment, sales support and sales
- Maintaining stock as per norms, Document collection, Provide daily updated data to Promoting the Brands & Encouraging the Sales through various Promotional Activities ,Establishing a healthy

relationship with retailers, Effectively handled the Retailers Claim Settlement, Promoting Sales through Visibility in my area

- Operating Internet, Updating all records and documents (Hard copy as well as Soft copy), Purchasing and maintaining stocks, Data Entry, Updating accounts, Compiling MIS reports, networking with different stake Holders and organization.
- Coordinating with back end Sales Coordinator for payment processing and closure. Monitor Outstanding amounts for distributors and direct dealers
- Market analysis and competitor study for identifying new sub dealers/direct dealers and distributors. expansion/customization of product range and the right display at counters,
- Maintenance of data on stock availability at distributors to cater to stock shortage of sub-dealers. Monitoring and replenishment of stocks in coordination with Supply Chain Team
- Proper execution of order and dispatch it on time.
- Evaluating the branding potential at identified counters and subsequently providing of display board to maximize visibility.
- Follow up for payment
- Develop new sample for client.
- Maintain good relation with client

Company : ALBILAD FIRE FIGHTING Ltd. Co(Saudi Arabia)

Position : Technical Sales. Engineer

From : 2014 to 2018

Job Responsibility:

- Meeting and greeting customers and making them feel welcome
- Devising and implementing the organisation's sales strategies
- Finding new channels for selling and distribution of technical products
- Building rapport with a customer and subsequently closing the deal
- Building relationships with new customers and distributors
- Demonstrating products to customers
- Maintaining good business relationships with existing clients
- Liaising with suppliers and manufacturers on a daily basis
- Holding meetings to discuss progress of existing projects
- Deal with customer feedback, enquiries, complaints and refunds
- Ensuring that business paperwork is stored in a secure location
- Protecting client's personal data and information
- Liaising with head office to ensure relevant stock is delivered on time
- Responsible for the marketing and advertising on new and existing products
- Using negotiation and communication skills to sell new products in small retail outlets to maximise shelf space and increase market share

- Ensuring sales targets are met before the specified deadline
- Supervising junior sales representatives
- Participating in meetings with the organisation's board of directors

Company : ELTEK SYSTEM (Mumbai)

Position : Engineer.

From : 2011 to 2014

Job Responsibility:

- Experience in measurement to test physical parameters such as strain, Force, Torque, Load ,pressure, Displacement etc....
- Experience in Automotive Sensors like Position sensor, Humidity sensor, Temperature sensors etc.
- Experience In Automotive Actuators & Sensors system.
- Experience in Digital meters, Amplifiers, Signal conditioners and data acquisition systems.
- Experience in calibration load cell , straincauge.
- Testing of PCB .connectors, power supplies and signal conditioners.
- Offered technical support to senior technician and system engineers in troubleshooting and maintenance of various electronic equipment.
- Hands on experience in component trouble shooting for DCS, PLC circuit PCBs.
- Able to do component level calibration and faulting of all type of electronics. circuits(analogue, digital, logic circuit, microprocessor based circuit PCBs)
- Work with global team to ensure quality and on time delivery.
- Testing of PCBs, connectors, power supplies and signal conditioners.

Personal Information

DOB : 23/02/1989
Sex : Male
Marital status : Married
Passport : L8614705 (valid until 6-Apr-2024)
Language : Proficient in spoken and written English, Tamil,Hindi,Malayalam,

Declaration

I hereby declare that the above mentioned information is true and correct to the best of my knowledge.

Place: Tirunelveli

Yours Sincerely,

Date:

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