

**V. BALASUBRAMANIAM**

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**India.**  
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**Post Apply For : Regional Sales Manager (South India)**

#### **Professional Summary**

- Still Working as **Regional Sales Manager** in **(KPT PPR Pipes and Fittings) KPT Group.**
- Two Years Worked as **Regional Sales Manager** in **(SHK PPR Pipes and Fittings) SHK Group.**
- Five Years Worked as **Regional Sales Manager** in **(SFMC PPR Pipes and Fittings) Savoir-Faire Manufacturing Co. Pvt. Ltd.**
- Two years worked as **Regional Marketing Manager** in **Vijay Aqua Pipes (P) Ltd.**
- Two years Worked as **(Team Leader)** Processing Officer at **Computer Age Management Services Pvt. Ltd.** For Mutual Fund transactions Project.
- 6 month experience in **Merrill Technology Services India Pvt. Ltd.,** for IPO Project, worked for **Garden City Group.**
- 4 years of experience in Capital Markets Analysis and 1 year of experience in Data Conversion Techniques.  
  
Recently associated with **Chundur Enterprises, a BPO of FactSet Global Filings Ltd.** as a **Senior Systems Executive,** Capital Markets Division.  
  
1 year of experience in Data conversion projects, worked for **europrospectus.com Ltd.**
- Three years worked as a **Sales Executive** at **M/s. Tara Sales Corporation, Chennai. (The C&F of M/s. Proctor & Gamble**

#### **Areas of Expertise**

- Handling the Sales team, New distributors appointing, Managing and monitoring distributors and improving the sales of the distributors by devising sales strategies. Monthly Review meeting with the Sales Manager & Coverage expansion.
- Handling the Brokerage Customer service team and Distributor Help Desk mails and also the calls and mail recd from AMC's across India & Manage the Department Document Hard Copy & Soft copy. (Queries like consolidation, change of broker, New Empanelment, Change of Address, Change of Bank, Self Declaration, KYD, Nominee updation, Mobile no & email Id updation & ARN Renewal).
- Integrating global company filings from various sources, including EDGAR; SEDAR; debt, equity, and derivative prospectuses; annual reports; and data from all public domains, such as stock exchanges, corporate actions, and M&A documents.
- Responding to investor queries about structured products for eg., Asset-backed and Mortgage-backed securities.
- Maintained Fact Set Global Filings database which is fully searchable: by text; within document areas, such as specific clauses; and by over 100 identified search fields. It also elaborates equities, funds, derivatives and money market instrument's methodologies.
- Tracking the values of world market indices for index-linked securities and Exchange traded funds.

#### **CAREER HIGHLIGHTS**

##### **Regional Sales Manager Apr-2014 – Till date**

- Handling Dealers all over **South.**
- New Distributors /Dealers appointing.
- Client interaction through mails and calls.

- **I have manage Government Project all over South**
  - ❖ MES (Military Engineer Services)
  - ❖ CPWD (Central Public Works Department)
  - ❖ Southern Railways
  - ❖ NTPC (National Thermal Power Corporation)
  - ❖ TWAD Board
  
- **Private Sectors**
  - ❖ Industries and Constructions
    - ✓ I manage all types of Industries and Leading Constructions (ex. L&T)

#### **Regional Marketing Manager 2012 – Mar-2014**

- Manage the sales team.
- Handling distributors all over Tamil Nadu.
- New Distributor appointing.
- Monthly Review meeting with the Sales Manager.
  - ❖ Good analytical skills, strong sense of time.
  - ❖ Client interaction through mails and calls.
  - ❖ Team management skills.
    - ✓ A skilled communicator with excellent team building skills.
    - ✓ Excellent Relationship management and interpersonal skills.
    - ✓ Focused and confident handling operations and keeping abreast with latest market trends.
      - Exceeding sales targets through exceptional marketing strategies.

I have manage Government Project all over Tamil Nadu.

#### **Achievements**

Project completed in Kumbakonam (Cholapuram) Jan-2013

#### **Volume of Pipes**

1. 200mm - 4800 meter
2. 160mm - 7500 meter
3. 140mm - 7134 meter
4. 110mm - 15000 meter
5. 90mm - 12000 meter
6. 75mm - 20496 meter
7. 63mm - 63000 meter

### **CAREER HIGHLIGHTS**

#### **Brokerage Department Feb 2010 – 2012**

- Handling the Brokerage customer service team and Distributor Help Desk mails and also the calls and mail recd from AMC's across India
- Manage the Department Document Hard Copy & Soft copy.
- Queries like consolidation, change of broker, New Empanelment, Change of Address, Change of Bank, Self Declaration, KYD, Nominee updation, Mobile no & email Id updation & ARN Renewal.
- After the monthly funding process, giving the data's computed outside system using Foxpro to the distributors
- Also helping the funding team to prepare the funding format file

### **CAREER HIGHLIGHTS**

#### **April'05 - Nov'08 Chundur Enterprises, Chennai as Senior Systems Executive**

- Providing Back office operations to FactSet Global Filings which is a Global online library of prospectuses, SEC filings, M&A documents and corporate actions.

Notable accomplishments:

- communicating with major investment banks and investor relations team worldwide.
- successfully handled a project from JPMorgan bank, which was about the guarantors involved in bond issues across the world.
- identifying the various clauses embedded in terms and conditions for bond issues and educate my team mates about the ethics of bonds; equities; funds; commodities; collateralized obligations, treasury bills and market updates.
- training and motivation of my team's production with a personnel rapport.

## CAREER HIGHLIGHTS

### April'04 - March'05 Europrospectus.com Limited, Chennai as Data Analyst.

It's a provider of prospectuses, pricing supplements and programs of bonds to investment managers, law firms and converting the documents excerpted from SEC filings, M&A documents into the desired format.

Notable accomplishments:

- successfully indulged in a team, which converts pdf documents into any of the requested format.
- did proof reading with OCR packages like Fine reader and Omni page and achieved the desired targets on a daily basis.
- converted the pdf, image and tiff files into searchable text formats like word, html, xml and formatted the same into the requested templates.
- a team player in the 'most successful team' awarded 2 times in 1 year.

### Educational Qualification

- **M.B.A. (Project Management) in Alagappa University, Karaikudi.**
- **BACHELOR OF BUSINESS ADMINISTRATION in University of Madras, Chennai.**
- **HSC in MMA Govt. Higher Sec. School Chennai**
- **SSLC in MMA Govt. Higher Sec. School Chennai.**

### Computer Proficiency:

#### Completed SMART START Course in Software Solution Ltd. Chennai

Operating Systems	:	Windows 98, XP/2000/2003.
Languages	:	C, C++.
RDBMS	:	MS Access 2000, MS SQL Server 7.0., Visual Basic.
Web Technologies	:	HTML, DHTML, VBScript.
Office Tools	:	Ms Office XP, Ms Office 2000, Ms Office 2003

### Technical qualification:

- Junior Grade in Typewriting
- Troubleshooting and installing the software in Microsoft Product.
- Troubleshooting hardware problems.

### Personal Details

Date of Birth	:	2 <sup>nd</sup> July 1977
Father Name	:	R. Varadharajan
Nationality	:	Indian
Religion	:	Hindu
Marital Status	:	Married
Languages Known	:	Tamil, English
Expected Salary	:	6 Lakhs PA

**I hereby declare that all details furnished above are true to the best of my knowledge and belief**

Place: Chennai.

Date:

**(V. Balasubramaniam)**