

Curriculum Vitae

C. Manicandan

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OBJECTIVE

To succeed in an environment of growth and excellence and earn a job which provides me satisfaction and self development and help me to achieve organizational goal.

PROFILE

Sales Professional and Management roll with Twenty years experience developing profitable sales. Areas of expertise include:

- ✓ Strategic sales planning
- ✓ Customer relations
- ✓ Promotional campaigns
- ✓ Direct Mail campaigns
- ✓ Management control

EXPERIENCE

TRUSTT AQUA (Packaged Drinking water)

DOLBI'S GRANITE EXPORTS PVT LTD

(Mining operations and Granite cutting factory)

OCT'2001 TILL DATE

- ✓ Joined as Marketing Executive to promote TRUSTT AQUA – Packaged Drinking water products
- ✓ Promoted – Senior Executive – overall sales, day to day activities, monthly report and ensure cash collection.
- ✓ Promoted to Manager – commercial – Overall responsibility for sales, raw material purchase, BIS related work and ensure cash collection.
- ✓ Later into GRANITE EXPORTS PVT LTD & TRUSTT AQUA
- ✓ Area of work:
 - DOLBIS GRANITE EXPORTS PVT LTD – Mining Operations
 - ✓ Coordinating with Quarry and Granite cutting Factory– purchase of consumables, packing materials and machinery spares for fulfillment of production activity.
 - ✓ Planning and coordinating for – New Quarry machineries and granite cutting factory Machineries, car, Commercial Trucks and coordinating with finance for Loan arrangement for new purchase.

Trustt Aqua / Dolbi's Granite Exports Pvt Ltd – Oct'2001 – at present /Till date

Key Responsibilities:

- ✓ Identify and scaling up of distribution infrastructure to achieve market coverage
- ✓ Monitor and improve market coverage and distribution plan efficiencies across the market level opportunities.
- ✓ Cash flow and credit to recommend appropriate action.
- ✓ Work process and system to enhance the overall operational effectiveness.
- ✓ Factory raw material stock control to ensure production stability and payment control over the raw material suppliers.
- ✓ Purchase plan for new machineries and commercial vehicles for increase in production and to improve the existing supply chain and ensure high level of customer service.
- ✓ BIS – corresponding works and Government

**ACT INDIA (A Division of SICAL) –
FEB' 1998 - OCT' 2001**

Appointed as

Sales representative - for **Hindustan Motors** - RTV commercial vehicle

Promoted to Senior Executive - Hindustan Motors – Ambassador car sales

Responsibilities:

- ✓ RTV - Created customer data base for sales promotion of HM RTV vehicle (schools, colleges, leather industry, hospitals, tourist operators etc.,)
- ✓ Coordinating with Area Manager for sales campaign in and around Chennai, Tiruvallur, Kanchipuram and Pondicherry to meet customer with demo vehicle and arranged loan facility on customer need.
- ✓ Coordinating and assisting team members for sales increase and uplifting with new ideas to reach sales target.

SRI VISHNU CONSULTANTS

DSA - **STANDARD CHARTERED BANK** - SEPT' 1997 - FEB' 1998

Appointed as Marketing representative – Car loans

Work experience:

- ✓ Cold calls to create new customer data base
- ✓ Interacting with car dealers / initiate customer to finalize the new car with successful loan documentation
- ✓ Hard work with good motivation, succeeded in car loan marketing

EDUCATION

Bachelor of English Literature, May'1997

Class Level – 1st class

Typewriting – Junior 1st class

PERSONAL DETAILS

Gender	Male
D.O.B	23 rd February 1976
Age	44 yrs
Father's name	M. Chidambaram
Marital status	Married
Nationality	Indian
Language	Tamil, English
Mobile	9841661012