

GOVINDAN.M

SALES & MARKETING

Achievement-driven professional looking for challenging assignment with an organization of repute

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mobile -



Channel Sales

Market Research

Market Intelligence Report

Business Development

Client Relationship Management

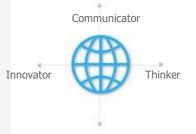
Revenue Growth

Competitor Analysis

Technical Service & Support

Team Building & Leadership







Grindwell Norton

Profile Summary

A focused professional having nearly 8 years of experience in Channel Sales & Market Research

Skilled in maintaining strong relationships with executives and managers through consultative selling

Efficient in creating and implementing programs to provide incentives for account managers

Proficient in managing all aspects of sales, revenue attainment and management of channel partnerships; evaluating, identifying and securing large product channel deals

Expertise in designing questionnaires for qualitative and quantitative research based on activity objectives and market knowledge

Resourceful in developing sales and marketing strategies, programs and contents to improve sales opportunities

Competent in updating the management on current and latest developments in marketplace and competitor activities

Resourceful in steering business planning and performance management of channel partners, including development and execution of joint sales plans, local area marketing, staff coaching, recruitment, pipeline management and hosting of constructive meetings

An ambitious & hardworking individual with excellent relationship management skills and the aptitude to manage time effectively

Education

BSC (MATHAMATICES) from KONGU ARTS AND SCIENCE COLLAGE Morappur, TN from Prayer University, Salem with 63.2% in 2014

Hsc from Govt Boys Hr.School, state Board of Secondary Education, morappur, Tamil Nadu with 51% in 2011

SSLC from Govt.Boys.Hr.School, state Board of Secondary Education, morappur, Tamil Nadu with 56.4% in 2009

2009-2010

1ulv 2014-Present



1)14th July 2014 to 26th Dec 2017 Grind well Norton Ltd., Hosur as Market Development Coordinator

Role:

- Leading the involvement of company personnel, including support, service, and management resources, in order to meet partner performance objectives and expectations
- Performing monthly sales forecasting and competitive analysis to determine accurate performance levels and needs for growth into current and additional vertical markets and product categories
- Managing sales Network in Hosur Territory with 1 dealers and 150 Retailers
- Doing Campaign activities & road show for dealers and customers monthly
- Doing monthly business plan & demand planning for dealers Highlights:
- Received the Customer Visit Index&Industrial 14 Inches chopsaw highest numbers are selling in my branch
- Received the Customer Visit Index& Industrial Manning Wheels highest numbers are selling against competitive product
- ➡ I have added 150 new retailers in my dealers ,Secondary 10lakh to 14 lakh order am achievement

2) 20th April 2018 to 09th Aug 2019 Aipl Marketing Pvt Ltd., Hosur As Aera Sales Officer

- In More than 20 years automotive and Hardware Industry.
- Abrasives and adhesive Product. Abro Masking Tape.
- Tapes And Spray Paint Hosur Area Industrial Selling
- Managing sales Network in Hosur Territory with 5 dealers and 300 Retailers, New Add 75 Retailer

Trainings

Attended training Aipl product., Chennai

3) 03th Oct 2019 to 20th September 2022 Makita Power tools india Pvt Ltd., Hosur

As Sales Engineer- Accessories

- Makita manufactures its tools in plants across the globe, from its headquarters in Japan.
- Makita's acquisition of Dolmar in 1991 has also meant that we have one of the strongest histories in the Outdoor Power Equipment market and the plant in Germany constantly delivers tools worldwide to the highest quality.
- At the heart of our manufacturing process is the belief that for a good tool you need a good motor, and Makita makes every effort to make sure our motors are of the best quality. We source the absolute best raw materials and components in order to build the most powerful and efficient motors we can imagine.
- Premium grade steel is used to produce armature shafts and gears, and only steel of the highest grade is used, whilst high grade magnetic copper wire goes into each and every one of our tools to ensure superior current flow whilst withstanding extreme temperatures.
- Our quality control tests each, and every, machine that leaves our manufacturing plants.

 Nothing is left untested; on the motor alone we perform 19 extensive tests!
- Our high standards go a long way, which is probably why when you buy Makita, it's likely to be a lasting relationship
- Makita power tools **Bangalore HO**, **branch Chennai** Cordless
- tools power tools and Accessories
- focus my area Accessories and tools

4) 07th October 2022 Present KPT INDUSTRIES LTD Chennai and Hosur

As SR.Sales Engineer.

Power tools and accessories products. Distribution plan area wise

E Personal Details

Date of Birth: 10th June 1993

Languages Known: Tamil & English

: telugu & (speak only)

Address: 2/93, Dasarahaali Main Road, Dasarahalli (vill & po) harur (tk) Dharmapuri (dt) -635305.