

SABARISH NAGARAJAN

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CAREER OBJECTIVE

In quest of stimulating position in sales, using diverse range and the knowledge attained through various assignments to solve challenging problems with optimum solutions through preeminent practices and proven methodologies with inventive idea.

PROFESSIONAL SUMMARY

- Having **8Years of experience in Sales and Marketing.**
- Ability to learn quickly and apply the skills to resolve the issues.
- Ability to work as an individual performer and as a good team player.
- Hands on experience with the diverse range of marketing skills.
- Interacted with team issues for gathering problems and resolving their queries.
- Ability to learn continuously and adopt new technologies.
- Good problem solving skills.

ACADEMIC DETAILS

- B.E in Raja College of Engineering passed out in 2010 with 70 %
- DCS in Thanthai Hans Rover Polytechnic College passed out in 2007 with 75%
- SSLC in Jawahar Matriculation Passed out in 2002 with 65%.

EXPERIENCE SUMMARY – 4

COMPANY: SRI MADHAV POLYCHEM (Chennai)

Duration – June 20th 2022 to till date

- Handling 2 states (Kerala & Tamilnadu- Chennai) trade chemicals.
- Budget of Sales Target.
- Internal Meetings for Product Development on weekly basis.
- Developing new Customers in the market and meeting in active customer to convert order.
- Developing NPD.
- Assigning terms and condition for credit and Payment collection.
- Coordinate with internal sales team for new lead and observing product knowledge to develop customers.
- Creating a travel plan on monthly basis to visit other states of the customers.

EXPERIENCE SUMMARY – 3

COMPANY: PONPURE CHEMICAL INDIA PVT LTD

Duration – September 24th 2018 to June 14th 2022

- Visiting Customer daily basis for order conversion & Maintaining relationship with existing customer.
- Ensuring timely dispatches and Payment Follow-up as internal policies.
- Customer Potential updating for weekly basis and yearly basis.
- Internal Meetings for Product Development on weekly basis.
- New customer and New product development in market circle.
- Collecting Debit/Credit notes from customer and submission.
- Resolving Old issue from inactive customer and Make active to business restart.
- Getting new leads from existing customer to increasing customer count.
- Handling tanker key customer.
- Offering prices on time to converting order as soon as quickly.
- Taking higher official supports to resolving uncompleteable issue for order conversion.
- Supporting with colleagues for product price and market development.
- Handling tanker documents on time to inward material.
- Increasing business growth on yearly basis.

EXPERIENCE SUMMARY – 3

COMPANY: SHREE SAIRAM PAINTS PVT LTD (HOSUR)

Duration – September 4th 2017 to September 20th 2018

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities and competitors.
- Prepares reports by collecting, analyzing and summarizing information.
- Maintains quality service by establishing and enforcing organization standards. Contributes to team effort by accomplishing related results as needed.

EXPERIENCE SUMMARY - 2

COMPANY: SASUN ENERGY PVT LTD (CHENNAI)

Duration – October 1st 2015 to August 30th 2017

- Find new markets and channels for product and service distribution.
- Generate ideas, concepts and systems for achieving more sales of products and Services.
- Negotiate and close business deals with clients.
- Respond to the needs of customers and manage sales processes.

- Develop effective working relationships with clients.
- Research customers' needs and wants as well as competition information.
- Develop effective marketing communication programs.
- Possess effective leadership skills to be able to get a team of employees to achieve the goals.
- Highly enthusiastic and motivated with the ability to motivate members of a team.

EXPERIENCE SUMMARY -1

Company: SUN PRESSING PVT LTD (HOSUR)

Duration - October 15th 2011 to 2014

- Stock & Quality Control.
- Documents Maintaining like DC, Purchase order & Invoice.
- Entries in Excel like Stock Maintaining.
- Reporting Daily Status to Director through Mail.
- Maintains continuity of work operations by documenting and communicating needed actions to management; discovering irregularities; determining continuing needs.

Strengths

- Ability to learn quickly and apply the skills to resolve the issues
- Ability to work as an individual performer and as a good team player
- Hands on experience with the diverse range of accounting skills
- Interacted with team issues for gathering problems and resolving their queries
- Ability to learn continuously and adopt new technologies.

Personal Details

- **Father Name** : Mr. M.K.Nagarajan
- **Date of Birth** : 24th Nov 1986
- **Gender** : Male
- **Marital Status** : Married
- **Nationality** : Indian
- **Languages Known** : English & Tamil (Kannada Understand)

Declaration

I hereby declare that all the above statements are true to the best of my knowledge and belief.

Yours truly

[N. Sabarish]