***S. Hari Babu***

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###### *Objective:*

*To be the part of a team good knowledge professionals in a progressive, transnational organization, thus sharpening my own professional skills, while at the same time, contributing my best to the overall development of the organization.*

***Professional Summary:***

* *Having 9+Years’ experience in Electronic Industry and Chemical industry, Out of 8 Year’s experience as a Sr. Marketer (Product Marketing Specialist) and 1.7 Years of experience as a Sales associate.*
* *Proficient in Microsoft Office, Oracle - CRM & Sales force - CRM.*
* *Experienced in understanding Electronic product BOM, Sourcing, Costing / Price negotiation and Order Management.*
* *Good experience in BOM cleanup, analyzing parts and modification, alternate component selection & Duplicate marking.*
* *Co-ordination with the other departments (Inside Sales & Inventory) for the smooth execution of operations.*

***Professional Experience:***

*1. Working as a Sr. Marketer (Procurement Specialist) with* ***Future Electronics India (P.T.E.) Ltd****, Bangalore from Jan’2014 to till date.*

*About Future Electronics- More Than a Distribution Company:*

* *Future Electronics is a world-class leader and innovator in the distribution and marketing of semiconductors and Passive, Inter-Connect and Electro-mechanical components.*

***Responsibilities:***

* *Managing the team work load and assign the activities to team members.*
* *Receive the RFQ from sales, study & define customer requirements along with sales and customer.*
* *Review and evaluate quote / proposal- formulate and communicate competitive analyses with respect to customer expectations and internal benchmark.*
* *Report progress and status of the RFQ at regular intervals.*
* *Initiating Purchase orders according to purchase requisitions and in alignment with standard procedures.*
* *Negotiating agreements with main suppliers and periodically renewing price list, terms and conditions.*
* *Supporting the Bid and proposal terms by providing relevant market information.*
* *Obtains approvals by reviewing proposal with key providers and product managers.*
* *Customer backlog management with aim of maintaining backlog integrity through systematically reviewing and addressing all backlog issues encountered on weekly basis.*
* *Perform OMA upload based on the changes in the customer back order report.*
* *Assist the sales team in managing & uploading Credit note and RMA request associate to error’s driven by customer and Future Team as it’s related to the customer back order.*
* *Analyzing the components EOL, LTB and finding the status of components and suggesting the AVL parts to customer.*
* *Effective Quoting skills and minimal errors and time managing.*
* *Prepare the MIS reports as per daily basis and review with team members.*

*2. Worked as a Sales Associate with* ***Diversey India PVT LTD****, Bangalore from Nov 2011 to Dec 2013.*

***Responsibilities:***

* *Understanding customer applications and proposing the accurate products.*
* *Managing Key Customers.*
* *Business development including new market identification and existing market penetration*
* *Following up with new business opportunities and setting up the meetings*
* *Maintaining healthy relationship with all clients by meeting them on regular intervals, frequent visits to*
* *ensure services are properly rendered and clients are served efficiently*
* *Providing pre and post-sales support to clients. Attend and provide proper solution to their problems/ issues*
* *Should be able to convince the client technically and convert the use of existing products to our products on technical grounds*
* *Track and manage company pipeline to exceed quarterly business goals.*
* *Supporting and leading various marketing activities from time to time*
* *Helping team to close the orders while facing the issues and provide the training on products.*
* *To prepare MIS reports for Monthly review meeting this will be presented to Senior Manager.*

***Education:***

* *MBA from Sri Venkateshwara University, Tirupati, Andhra Pradesh.*
* *B.com from Sri Krishnadevaraya University, Anantapur, Andhra Pradesh.*

***Personal Details:***

 *Date of Birth : 10th July 1988.*

 *Languages : English, Telugu, Hindi, Kannada.*

 ***(S. Hari Babu)***