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SHYAM N

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PAST EXPERIENCES

ramco

Ramco systems

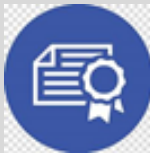
Nov 2018 - Present

LANGUAGES KNOWN

| SPEAK | READ | WRITE |

English	✓	✓	✓
Hindi	✓		
Tamil	✓	✓	✓

Skills and certifications



Bharat Aluminum Company Limited
May 2017 – Oct 2018

BEINGE

May 2016 – July 2016

Lawrencendale Agro Processing
May 2014 – Dec 2014

Functional Consultant:

- Requirement gathering and solutioning for the customer business process.
- Creation of User story, As - Is document into To-be documents.
- Handling of Scope management, Features, Customizations and Change requests.

Project Synergy:

LBC Express is a one of the largest courier based company in Philippines; Project scope was to implement a CRM Module across LBC with 450 + end users using it. CRM Module Covers Starting from Lead, Opportunity, Proposal, Account on-boarding, Sales Funnel Process. Dashboard visualizes the region wise data on account, revenue, sales potential and Win/loss Ratio. Reports for Lead Convert Ratio, Opportunity Ageing and App based notifications to the sales Person on Everyday activities and meetings.

Project FIT-PRO

Forwardis, which is a multi-modal transporter Europe based company, focus on the movement of raw commodity across countries. Apart from the normal Sales Lead Process, certain customizations were done for route derivations, auto route picking, Competitor analysis, Strategic selling.

Certifications

- L2 Certified CRM Consultant
- Microsoft Dynamics 365 for sales and Power BI
- Supply chain Management Fundamentals
- Project Management Foundations (procurement)
- Business Process management for Business Analysts

Skills:

Ramco- CRM , TMS
Functional Consulting (ERP)
MS Office (Excel, PPT, Word, Visio)
MY SQL (Basics)

Analytical thinking
Decision Making

Requirements gathering
Documentation (BRD & FRD)
Project Implementation
SAP – MM
Excellent Professional
Communication
Strong Negotiation

Assistant Manager:

- Lead strategic Buyer for Spares & consumables values of 10 Crores annually
- Annual rate contract for consumables (Process Improvements)and VMI Model with aggregators to reduce inventory holding
- P2P cycle for the procurement with Consolidation and Reduction of inventory Levels & Obsolete selling.

Summer internship:

Project: Product Marketing and development of customer acquisition Strategy for “BEINGE”

- The project involves user acquisition through B2B and B2B2C channels.
- This project will serve as a module for increasing customer base.

First Job:

- Worked as **Junior Manager** in production and in charge of Warehouse and inventory management.

Educational Qualifications:



<https://www.linkedin.com/in/shyam-nagarajan-17853a77/>
Linked Profile



Degree	Educational Institutions	Stream	Year	Percentage
MBA	Bharadhidasan institute of Management	Marketing , Systems and supply Chain Management	2015- 2017	7.9 /10
B -TECH	Indian Institute of Crop Processing Technology	Food Process Engineering	2010 -2014	8.5/10
H.S.C	St. Mary's Higher Secondary school	Maths , Physics , chemistry & computer	2008-2010	88 %
S.S.L.C	St. Mary's Higher Secondary school	Maths , English , science	2007-2008	90 %

Major Courses opted: (Marketing and Supply chain Management)

- Business Process Management , Project Management B2B marketing, Service marketing, International business management
- Operation strategy, Strategic management, Product innovation
- Operation management and other basic management courses.
- Topped batch in the CAPSIM Business Simulation.

Projects undertaken:

- Vodafone Live research Project on **Mobile Photos Consumer Research.**
- Live project on **brand associations with customer** on Cafe coffee day.
- Marketing strategy for the e-commerce brand **Abof (Fashion App by ABRL)**
- Project on “Design **and Development of Continuous Steamed Rice Machine.**”

Self Interest and Hobbies

- Playing cricket & Badminton.
- Ted- Talks, LinkedIn learning and Reading books.
- Thrust for Learning, innovation and Quick Learner
- Members of international Toastmaster club.
- Listening to Music

I hereby declare that the above mentioned details are true to the best of my knowledge.

SHYAM N