

MANIKANDAN C

27/5, Anna Street, Sai Krishna Flats, Ram Nagar, Ambattur, Chennai

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(+91)-80562244944

CAREER OBJECTIVE

To ensure 100 percent customer satisfaction with on time delivery and quality performance and increasing the business potential to grow along with the organization.

WORK EXPERIENCE (7 years)

Executive Marketing – Sales & Dispatch- Lucas TVS limited, Chennai, India

Sales :

- Presenting Sales update to top management in Weekly Review Meeting
- Reviewing Sales target for the month in Daily Mktg DRM
- Ensuring 100% Customer Satisfaction with Delivery performance Score cards
- Releasing Production Plan for the month to Plant team
- Release of Sales highlights every month
- Internal approvals like part price, part mapping.
- Requesting orders from customer for Aftermarket sales
- Dealt with customers: Tata toyo radiators, Mahindra, Hanon systems, MAHLE, Pranav Vikas, TVS motors, Isuzu , Bajaj, Ford.

FG-(Dispatch)

- FIFO control of finished goods
- Posting GRNs in ERP for sales accounting
- Managing inventory levels to avoid customer line stoppage
- Tracking of shipments until GRN at customer
- Daily production planning based on customer priority – PPC
- Cost reduction initiatives in terms of Packing and freight
- Sending MIS reports to customer for the consignments in transit

EDUCATION

Bachelor of Engineering: 2010-2013

Electronics & Communication Engineering, Madras Institute of Technology, Chrompet, Chennai, Tamil Nadu, India.

CGPA 6.5/10

- **First Class**

Post Diploma in Computer Applications, Thiagarajar Polytechnic of College, Salem. Tamil Nadu, India.

Percentage: 81%

Diploma in Electrical & Electronics Engineering, CSI Polytechnic of College, Salem. Tamil Nadu, India.

Percentage: 82%

Class XII:

Sri Ramakrishna Saradha Higher Secondary School, Salem. Tamil Nadu, India

Percentage: 62%

FIELD OF INTEREST

- Marketing
- Business development
- Program management

STRENGTHS

- Customer rapport
- Communication
- Team player

SKILLS

- **Microsoft Office:** Excel, Power Point, Word
- **Languages:** English, Tamil
- **Interfaces:** LEAPS ERP (Lucas TVS enterprise system)

PERSONAL DETAILS

Name : Manikandan C
Gender : Male
Nationality : Indian
Date of Birth : 29th Aug 1984
Marital Status : Married
Languages known : English, Tamil
Permanent Address : No.27/5, Anna Street,
Sai Krishna Flats, Ram Nagar,
Ambattur, Chennai- 600 053.

DECLARATION

I hereby declare that above information is correct and true to the best of my knowledge.

Date: 16th Dec 2021

(Manikandan C)