

# Vignesh M Chandrasekaran

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## OBJECTIVE

To work in a stimulating and challenging milieu that would facilitate the maximum utilization and application of my broad skills and expertise in making a positive difference to the organization

**Target Sectors: Industrial Sales and Marketing, Automotive Sales (technical Selling)**

## SYNOPSIS

Young, energetic and result oriented professional with strong technical expertise and proven sales record. Extended expertise in Marketing, sales, dealer management and after sale service. Deep understanding of technology with focus on delivering business solutions; Persuasive communicator with exceptional relationship management skills with the ability to relate to people at any level of business and management; highly ethical, trustworthy and discreet.

- Adroit at learning new concepts quickly, working well under pressure and communicating ideas clearly and effectively
- Dedicated and highly ambitious to achieve personal as well as organizational goals
- Friendly with an upbeat attitude
- Excellent decision making skills with a positive approach

## EDUCATION

- Completed **B.E.** with specialization in **Mechanical Engineering** from Velammal Engineering College (Affiliated to Anna University), Chennai with a score of **72%**
- **HSC from Velammal Matriculation HSS, Chennai with a score of 78.5%**
- **SSC from Don Bosco Matriculation HSS, Chennai with a score of 77.3%**

## INDUSTRIAL EXPERIENCES

**OVERALL EXPERIENCE:** Possess overall experience of 10 years as Sales Professional with good records of accomplishment.

### 6. 5. Employer name: Pee Aar Exim Private Limite

**Designation:** Asst. Manager – Sales and Marketing

**Period of Work:** Apr 2021 to till Date

**Responsibilities:** Key account handling operating close to the customers providing technical support on products and projects. Also handling sales of product in the aftermarket through channel sales.

**Field of Work:** Axial Fans and Blowers of Thermal Management systems for Automotive

**Clients:** Ashok Leyland, Tafe, Subros, Modine , Millennium Reddot , Eberspacher , AKG India, Etc.

### 5. Employer name: Tox Pressotechnik (India) Pvt. Ltd.

**Designation:** Sales Engineer

**Period of Work:** Oct 2018 to till date

**Responsibilities:** Key account handling operating close to the customers providing technical support on products and projects.

\*Handling the complete sales cycle beginning with presentations to customers until order execution

\* Plan , prepare and execute solutions for customers ( Assembly, force actuation , intricate quality achieving through automated machines)

\* Manage all technical aspects of RFPs/RFQs from customers and provide techno commercial proposal

\*Effectively communicating the client needs to the Projects team and taking care of absolute execution of

projects.  
Products involved are Pneumo hydraulics, force actuation, Special purpose machines, industrial automation, turnkey solutions, etc.

**Field of Work:** Capital Equipment for Automotive companies and Tier I suppliers

**Clients:** Ashok Leyland, Tafe, Comstar Automotive Technologies, etc

**4. Employer name:** J V Technologies

**Designation:** Marketing Head

**Period of Work:** Oct 2016 to till date

**Responsibilities:** Sales and Marketing of services provided, involving Fabrication and design services of - Structural works, Pneumatic and Hydraulic lines, Camera sliders, Jigs and Fixtures, etc

**Field of Work:** Fabrication of PEBs, high pressure hydraulic and pneumatic transfer lines, etc

**Clients:** PLA group of companies, Lanson Toyota, SB Motors, Pillai and Sons, etc.

**3. Employer:** Igus India Pvt. Ltd.

**Designation:** Product Engineer – Automotive

**Period of Work:** Nov 2014 to Sep 2016

**Responsibilities:** Acting as technical consultant working close with R&D teams of Automotive OEMS and TIER I suppliers of same. Responsibilities are as follows

- # Presenting and educating the customers on the products and its latest advancements
- # Work along with customers to identify the potential applications possible with the products
- # Prepare and design a product as per the application demand
- # Take part in the validation of part at rigs , labs and on road testing . Provide failure analysis and alternate solutions in case of any failure.
- # On successful validation complete the sales cycle by order execution and taking care of scheduled supplies

Achievements:

Provided cost saving bearing solutions to Major automotive OEMs such as Ashok Leyland , Tafe , Mahindra & Mahindra , etc

**Field of Work:** Automotive Consumables Market (Non lubricated plastic bearings)

**Clients:** Ford, Ashok Leyland, Tafe, Wabco, Brakes India, Renault Nissan, etc.

**2. Employer:** Dynacorp Engineering Pvt. Ltd.

**Designation:** Sales and Service Engineer

**Period of Work:** Feb 2013 to june 2014

**Responsibilities:** Direct sales through meeting customers, cold calling, explanation of product and layout marking, commissioning of products at customer sight. Handling after sales service involving replacing of spares and AMC activities.

**Field of Work:** Auto motives (Lube management systems for Vehicle service workshops. The system includes a pneumatic pump, flow meter, software and interface).

**Clients:** Toyota (Lanson, Anamalais), Maruti Suzuki (Khivraj, Popular,Indus), Jubilant Audi etc.

**1. Employer:** Aidees Electronics Pvt. Ltd.

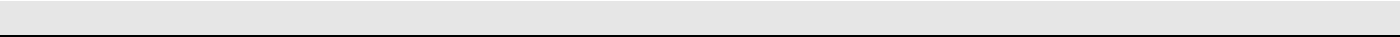
**Designation:** Technical Engineer

**Period of Work:** May 2011 to Feb 2013

**Responsibilities:** Industrial sales involving meeting customers, cold calling, explanation of product and commissioning of products at customer sight. Also taking care of after sale service and maintenance activities.

**Field of Work:** Industrial Measurement systems (Linear measurement scales including magnetic and metal ball scales)

**Clients:** Hindustan Aeronautics Limited, Rail Wheel Factory, Audco India, Etc



COMPUTER SKILLS and OTHER SKILLS

Operating Systems: Windows XP, Windows Vista, Windows 7, Windows 10, I-OS.  
Tools: MS-Office  
Other Skills: Customer Relationship Management, High Ticket closing , Key Accounts Mgmt, Technical Selling, Digital Marketing.

MISCELLANEOUS

- Worked with Ashok Leyland commercial segment and defence segment in Cost reduction projects (lubrication less bearing technologies) there by giving them price savings up to 10 lakhs per month
- Worked with Tafe for designing an innovative design for bearings to be used completely under slurry which was causing the metal bearings to fail very often
- Also worked for many cost saving proposal projects with Mahindra and Mahindra, Mando, Gates Unitta, Wabco, Madras Engineering, etc.
- Designed and implemented many Special Purpose Machines for Assembly solutions in Automotive Segment

PERSONAL DETAILS

Date of Birth: 14<sup>th</sup> Oct, 1988  
Languages Known: English and Tamil  
References: Available upon request

(M C Vignesh)