

NAZIL MUNAM

SENIOR EXECUTIVE – SALES & MARKETING



HIGHLIGHTS

- 3+ years experience in B2B Tier 1 Automotive Sales & Marketing with **new business win rate > 85%**
- Proficient in **Account & Program Management** practices with focus on growth identification and customer satisfaction
- Significant contribution in attaining **Customer Recognition and Awards** for Asahi India Glass Ltd.
- **Consistent performance** delivered throughout professional and academic phases

EXPERIENCE

Senior Executive

Sales & Marketing

Apr 2021 - Present

Executive

Sales & Marketing

Jul 2019 – Apr 2021

Engineering Trainee

Sales & Marketing

May 2018 – Jul 2019

Asahi India Glass Ltd.

Automotive Division

Key Account Management

- Accounts handled - Toyota Kirloskar Motors, Renault Nissan, Daimler, Ashok Leyland, Volvo Trucks, Volvo Eicher, Mahindra Electric Mobility
- Maintained and boosted market share through new business wins across customers
- Crucial involvement in maintaining 100% SOB with key accounts and identifying further growth opportunities
- Customer satisfaction through proactive interactions & operational issue resolution via PDCA approach
- Continuous tracking and monitoring of customer KPIs to drive action and maintain business continuity
- Strategy formulation and critical thinking in ensuring and improving business share and profitability

New Program Management

- New business win rate > 85%
- Extensive review of new RFQ/ECNs and formulating end-to-end action plan
- Design review with cross-functional teams to meet customer requirements
- Collection of best cost data, analysis, and negotiation after thorough 3C comparison
- Costing and competitive quote preparation while ensuring target profitability
- Monitoring of new model development to accomplish project milestones on time
- Profitability and cost tracking through analysis and corrective actions

TOP SKILLS



Account
Management



Costing



Project
Management



Salesforce



MS Excel



MS
PowerPoint



MS Word

EDUCATION

B. TECH - MECHANICAL

MVIT - Pondicherry University

2014 - 2018

- Completed B Tech in Mechanical Engineering with CGPA of 8.96
- Best academic performer (1st Rank) in the academic year 2016 – 17 & 2017-18
- Consistent performance with > 8.5 CGPA across all semesters
- Event coordinator for college symposium – Mechanical Dept. - 2018 (Vibrant)

HIGHER SECONDARY

STHSS, Mahe – Kerala State Board

2013 - 2014

- Secured 91.75% score in Computer Science stream
- Handled student responsibilities as School pupil leader
- Regional level 2nd prize for science exhibit on Pollution free city at Regional School Science Exhibition, Mahe
- State level participation and project report presentation on Biodiversity in the State Children's Science Congress organized by Puducherry Science Forum

ACHIEVEMENTS

- Key individual contributor for **Silver Award - Runner Up Supplier of the Year** for AIS in 2020 from Toyota Kirloskar Motors
- Significant contribution in achieving the **Best Cost Performance Award** for AIS in 2019 from Toyota Kirloskar Motors
- **Cambridge English Level 1 Certificate** in ESOL International (Business Vantage); Reference no. 157IN0084207
- **Award for academic excellence** from Indus Foundation during Indo - Global Education Summit and Expo 2017
- **Finalist** in ICTACT Youth Talk 2015, a platform for public speaking organized by ICT Academy of Tamil Nadu, Chennai
- Awarded Certificate of Merit for **Best Academic Performer (1st Rank)** during B. Tech in the academic year 2016 - 17
- Certified as **best speaker** consecutively for 5 years at the regional level, Mahe

STRENGTHS

Communication



Problem Solving



Analytical Skills



Negotiation



Result Orientation



Attention to Detail



PERSONAL DOSSIER

- Date of Birth 14-07-1996
- Native Mahe, Puducherry
- Language proficiency English, Hindi, Tamil, Malayalam, Arabic

INTERESTS



Reading



Science



Traveling



Cooking



Browsing



Photography



Football