

SURENDRA KUMAR.A
subashsurendar@gmail.com

No.: 7/4,Lal Bahadur shastri street,
New Perungalathur,
Chennai-63

5 yrs Exp in SQA
3 yrs Exp in Sales and Marketing

Mob: **+91- 9790126009**

Objective:

To seek a career in growth oriented position to utilize my skills and knowledge to maximum that provides opportunity for the development and growth of my career and organization.

Educational Qualifications:

- Bachelors degree in Mechanical Engineering,
65%, First Class, 2007-2011
J.A. Institute of engineering and technology, Chennai
- Higher Secondary School,
66%, First Class, 2005-2007
Tilak Vidhyalaya higher secondary School, Kallidaikurichi.
- Secondary School Leaving Certificate
75%, First Class, 2003-2005
Sivanthi matric higher secondary school, Cheranmahadevi.

Career Summary & Work Experience:

- (1) **Sales and Marketing –Executive in Bridgestone India Automotive Pvt Ltd, Oragadam, Chennai.** (since Oct'2018-Present)
- (2) **Supplier Quality- Executive in Bridgestone India Automotive Pvt Ltd, Oragadam, Chennai** (since Jan'15 to Nov'16)
- (3) **Incoming Quality – Trainee Engineer in WABCO India Ltd, Chennai** (since Mar'12 to Dec'14).
- (4) **Union Public Service Commission- Civil Services Examination preparation** (Dec'16 to June'18)

Roles & Responsibilities:

- Develop and Maintain Annual, Monthly sales plan for assigned OEM.
- Prepare yearly budget for assigned OEM with respect to Market analysis and ensure budgeted sales value.
- Identify and evaluate New profitable business opportunities in assigned customers and generating RFQ from Customer.
- Conduct face to face Customer meeting with key members of Engineering, SCM , AQ & Purchase to enhance the strong relationships and address issues to provide necessary support.
- Coordinating with Internal R&D, Process, Production team to develop an opportunity from RFQ to SOP that provides best customer values and business growth.
- Cost sheet Analysis , Price logic and approval preparation with good profit
- Quote submission and Strong negotiation with Customer for more benefit.
- Identify profit improvement opportunities in existing projects and approach customer with price logic.
- Periodical Raw material settlement with Customer with good profit.
- New Customer approach to support organization growth and profit.
- Weekly report and Monthly report to Top management about on-going activities with assigned customer.
- Ensure 100% Customer Satisfaction on Quality, Delivery and Cost.
- On time Customer supportability to avoid complaints.

Job Achievements:

- Achieved 100% monthly and yearly sales.
- Developed new business of assigned customer with high profit.
- Contributed in organization profit improvement more than 20Mn.(FY19 & FY20)

Additional Skills ;

- 1) Good knowledge in Microsoft office, Excel and Power point presentation.
- 2) Leadership and Resource management skill.
- 3) NDT-ASNT Level-II as per standard **SNT-TC-1A**
- 4) **Yellow Belt** in **QR6S-WABCO** Certified
- 5) Knowledge in **FMEA,PPAP,GD&T,SPC,G8D, 7QC Tools.**
- 6) Knowledge in **5S & Kaizen.**

Personal Details:

Date of Birth : 08.05.1990

Father's Name : R.Arumugam

Sex : Male

Permanent Address : 61/33, S.P Sannathi Street,
Veeravanallur, Ambasamudram (TK),
Tirunelveli. (DT)-627426

Nationality : Indian

Marital status : Unmarried

Languages known : English, Tamil (Read & Write, Speak) Hindi (Read & Write).

Declaration

I declare that the information and facts stated herein above are true and correct to the best of my knowledge and belief.

Place:

Yours Sincerely,

Date :

SURENDRAKUMAR.A