

**NACHIAPPAN RAMAN**

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Al Danah-Abu Dhabi.

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**Carrier objective**

Seeking a challenging position in an organization that is offering a long-term career and advancement opportunities in which my experience and technical abilities can contribute to improve productivity and profitability of the organization.

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**Organizational Experience**

**GODREJ & BOYCE MFG. CO. LTD.,**

**No.1, SIDCO Industrial Estate, Ambattur, Chennai-600098**

**July 2016 to June 2023**

**Designation: Assistant Executive**

**Job Description:**

- Identifying new customers for business & implementing various strategies to promote our services.
- Answered service-related queries and offered information on related services.
- Develop the customer pipelines through extensive calling and Direct customer visits.
- Developed multiple sales strategies to address range of project and customer types.
- Acquired and maintained full knowledge of service technical and functional aspects to better serve customers' needs.
- Enhanced company profile by attending industry trade shows and conferences to answer questions, promote products and offer informative talks.
- Coordinated solutions for new and existing customers to meet unmet needs and resolve various issues.
- Greeted all customers cheerfully and asked open-ended questions to ascertain needs.
- To analyze the problems and identify the root causes and improve the corrective action and sustain.

**Educational Qualification**

- ✓ Diploma in Mechanical Engineering, Sri Durgadevi Polytechnic College (RMK Group), India,2016 (88%)
- ✓ S.S.L.C, Don Bosco Matriculation, Higher Secondary School, India,2013. (86%)

**Related Skill Sets:**

- Team handling & Motivation.
- Microsoft Office Software, including Word, Excel.
- Effective communication and interpersonal skills.
- Deep understanding of CRM software (synbuf).
- Get adapted to new places and get cross-training on new domains very easily within a short span of time.

**Certification:**

- ❖ ISO 9001:2015 Quality Management System (QMS) Internal Auditor Training Course.

**Passport details:**

Passport number: R6295093

Nationality: Indian

Issued date: 01-December-2017

Valid thru: 30-November-2027

Visa Type: Visit Visa (Up-to 04/09/2023)

**Personal Details:**

Name : Nachiappan Raman

Date of Birth : 27-December-1997

Age : 25

Sex : Male

Marital status : Single

Languages :English and Tamil

**Declaration:**

I do hereby declare that the information provided above is true to the best of my knowledge.

**Yours Sincerely,  
NACHIAPPAN RAMAN**