**J.KARTHIKEYAN**

114,Pappanthottam,

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[jkarthikeyanmba@gmail.com](mailto:jkarthikeyanmba@gmail.com)

**Career Objective**

To work in a technically challenging environment where my sense of responsibility, creativity and analytical skill will be used for the best benefit of the organization. My own growth as an individual in all aspects will be associated with the firm, which would provide career development opportunities and contribute in its progress through my knowledge and skill.

**Academic Qualifications**

|  |  |  |  |
| --- | --- | --- | --- |
| **Examination** | **Year of Completion** | **Institution** | **Percentage** |
| 10th | 2003 | Railway Colony Govt Hr. Sec. School, Erode. | 54.4% |
| 12th | 2005 | Railway Colony Govt Hr. Sec. School, Erode. | 45.5% |
| B.B.M | 2005-08 | Kongu Arts & Science College,Perundurai. | 57.5% |
| M.B.A | 2008-10 | Sengunthar Engineering college,Tiruchencode. | 59.9% |

**Working Experiences:**

**JK TYRE INDUSTRIES LTD.(AUG 2019 – DEC 2019).**

Designation - Sales Officer.

* Daily base speak to all dealers and collect the enquiry to support dealers.
* Directly go to meet transport and explain about our products and take prospects to attach local dealer.
* Weekly twice we conduct market activity to boost up the sales.
* Following monthly targets and plan to discuss with dealers in weekly basic to achieve the target.
* Explain about the schemes and offer to improve our sales volume.
* To do market research and appoint new dealers.
* Handling dealer problems like customer complaints, claim adjustments and tyre complaints.
* Create sub dealers to boost up the dealers sales.

1. **AAPT OUT SOURCING SOLUTION PVT LTD (JAN 2018 – AUG 2019).**

Designation : Rural expert (Apollo tyres ltd).

* Visit the dealers regularly on monthly travel plan basis.
* Generate tyre orders from that specific dealers.
* To Create market face value and create market demand generation.
* Conducting market activities, road shows, customer meets, etc.
* To do market research and appoint new dealers for rural areas.
* Handling dealer problems like claim adjustments, customer handling, customer complaints, customer visit, tyre complaints, etc.
* Giving market support to dealers and manage market slash**.**

1. **SILVERSTONE RUBBER INDIA PVT LTD. (AUGUST 2016 –JANUARY 2018).**
2. **INDAG RUBBER LTD (FEB 2015 TO FEB 2016) - SALES EXECUTIVE.**
3. **FOURRTS INDIA PVT LTD – (AUG 2013 TO OCT 2014).**
4. **SAFETY TYRES (MRF SHOWROOM- ERODE ) – (JAN 2011- JAN 2013).**

**JOB DESCRIPTION**

* Choose area.
* To go meet **DEALERS & RETRADERS & END CUSTOMERS**.
* Explain about our company product and segments.
* Keep on following dealers to increase sales volume.
* Directly reporting to regional manager.
* Push order to achieve our goals.
* Appoint new dealer in rural areas.
* Appoint sub dealers to support sales volume.

Job Roll - Handling TBB,TBR,PCR,LCV,TRACTOR TYRES,TWO WHELLER TYRES.

Customer handling - Speak friendly and regular touch with them.

Location - Erode.

**Strengths and Expertise**

|  |  |
| --- | --- |
| * Self motivated and optimistic | * Adaptable to any environment |
| * Co-operative Team player with ability to lead. | * Interested to learn new technologies |

**Skill Set**

* Operating Systems : Windows XP, Windows 8.
* Skills : Good knowledge in Excel.

**Personal Details**

Name : J.Karthikeyan.

Date of Birth : 09.07.1987.

Gender : Male.

Nationality : Indian.

Father's Name : M.Jaganathan.

Mother's Name : J.Eswari.

E- Mail ID : [jkarthikeyanmba@gmail.com](mailto:jkarthikeyanmba@gmail.com)

Phone Number : +91-9994141749

Address : 114,Pappanthottam,

Sadayampalayam (Road),

Railway Colony (Post),

Tamil Nadu – India 638002.

Languages Known : To Read, Write and Speak – Tamil (Mother tongue), English

Hobbies : Listening to music,Playing carrom

**Declaration**

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

Place: Signature,

Date: (J.Karthikeyan)