



# VIJAYMAHINDRA JLK

## **CONTACT DETAILS:**

- Email : mvijay359@gmail.com
- Mobile : 9789779170 / 9791904476
- Address : 28B/1 New Ramnad Road,  
Opp VAO Office,  
Near Sanyasi Koil,  
Madurai - 625 009.

## **Profile Summary**

- A competent professional with over 10 years of experience in Marketing, Supply Chain Management & Sales Operations, Service Network. Adept in handling demand planning, forecasting, demand fulfillment, inventory management including point of material purchase and distribution
- Proven track record in implementing cost saving measures to achieve substantial reduction in terms of supply chain solutions and clearances
- Escalating business progressively by undertaking organizational restructuring and generating significant cost savings
- Expertise in formulating new network for undertaking assignments for increasing productivity / new initiatives
- Enterprising leader with proven dexterity in leading personnel towards accomplishment of common goals
- Gained significant exposure in RFQ and PPAP/APQP quality processes
- Sound knowledge of ERP - Oracle / SAP environment for processing sales orders, inbound & outbound of materials, excise postings, gate passes, sourcing, rejection of parts, goods entry and payment, etc.
- Keen strategist endowed with strong acumen & superior record of delivering large scale, mission critical projects on time and within budgets; expertise in managing entire operations with key focus on top & bottom line profitability by ensuring optimum utilization of resources

**TVS Sensing Solutions Private Limited, Madurai (From 27.06.2016 to till date)**

## **Assistant Manager - Key Account management**

- Export :



Responsible for exports (ZF Auerbach -ARB, Hong Kong -HK & USA regions)

Coordinate with ZF Personal for forecast for both existing and New Development for Sensors and Switches like processing sales orders, reports, generating RFQ, portal management etc

Based on forecast we will interact with planning department to ensure that the customer requirement is full filled.

In the past 4 years schedule adherence for Export is 100%

Payment follow-up – Achieved the target for receipts – 100 %

Preparation of MIS (Report and submitting to the Management)

RFQ : Generating RFQ from new or existing customers and the opportunity update through RFQ, Co-Ordinate with development team for visibility ,submission of samples, etc.,

Provide formal quotes on behalf of the HOD; ensures accurate and timely entry and delivery of quotes to customers

Set account and territory sales plans on monthly, quarterly and annual basis.

Promote sales of parts like Pamphlets and leaflets to ensure sales growth

Worked with quality team to complete Customer complaint analysis and closing of 8-D

Send PPAP document for new product and change in existing product or process

Also taking care about aftermarket PAN India through TVS dealers and distributors

Network expansion in export aftermarkets.

- Domestic :

Dealing major customer like MAHINDRA ELECTRIC MOBILITY LIMITED & Brakes India

Coordinate with them for forecast for both existing and New Development for Sensors like processing sales orders, reports, generating RFQ, Based on forecast we will interact with planning department to ensure that the customer requirement is full filled.

Co-ordinate with Marketing peoples of both West and North regions on the following points

RFQ : Updating , Co-Ordinate with development team for submission of samples



Day to day issues from marketing point of view

Payment follows up with Dealers and Distributors across India.


Liquidation of FG, TRD inventory

Co-ordinate with customer quality on quality issues faced by customers

Maintain Score card and other documents for internal and external audit

<p><b><u>Past Professional Experience SUMMARY:</u></b></p>	<p><b>TATA Motors Limited, Vijayawada</b>          From 15.12.2014 to 21.08.2015 - Area Parts Manager  <b>Assistant Manager, Escorts Auto Product Limited, Chennai</b>          Tenure- (July 2013 – Nov 2014) – MKTG  <b>Deputy Senior Engineer, Delphi –TVS Diesel Systems Limited, Chennai</b>          Tenure- (Mar 2007 – July 2013) – MKTG  <b>Support Service Officer, TATA Motors Limited, Pune</b>          Tenure- (July 2006 – Jan 2007) – LOGISTICS  <b>Deputy Officer ,TVS Logistics Services Limited, Pune</b>          Tenure - (Oct 2004 - June 2006) – LOGISTICS</p>
<p><b><u>Tata Motors Ltd ,India</u></b></p> 	<ul style="list-style-type: none"> <li>▪ Sales and Distribution, Inventory Management ,Stock Analysis of OEM spare parts across Dealers &amp; Distributor Networks.</li> <li>▪ Managed end to end supply chain process till stage of delivery of parts for DGS&amp;D Customers</li> <li>▪ Sales and distribution, inventory &amp; warehouse management, stock analysis of OEM spare parts commercial vehicles across dealers and distributor network.</li> <li>▪ Planning logistics of receipt and dispatch of spare parts to various customers across the country with proper cross docking of parts for efficient transportation.</li> <li>▪ Achieve Sales targets in the respective territory in terms of aftermarket retail sales, institutional sales, product range and total sales.</li> <li>▪ Facilitate demand generating activities like giving schemes, holding mechanic Meets, Customer meets etc.</li> <li>▪ Stock Planning of Spare Parts - Monitor and maintain concurrence between sales, spare parts inventory and order generation for channel partners (dealers/ distributors/ TASS)</li> <li>▪ Monitoring timely availability of finances and monitor and limit channel finance over dues.</li> </ul> <p>Timely Complaint handling (resolving payment issues, claim settlements etc.) for channel partners and customers.          Market intelligence - Collection and analysis of Competitor data.</p>
<p><b><u>ESCORTS AUTO PRODUCT</u></b></p> 	<ul style="list-style-type: none"> <li>▪ Heading Tamilnadu state for Escorts Auto Products(Shock Absorbers struts oils etc)</li> <li>▪ Handling channel partners and dealers across Tamilnadu.</li> <li>▪ Monitor &amp; increase the sales of the channel partners &amp; achieve the assigned targets.</li> <li>▪ Conducting various workshop programs &amp; dealer meets for product knowledge</li> <li>▪ Monitor payment &amp; 'C' form collection.</li> <li>▪ Report market feedback &amp; competitor activity, prepare &amp; send reports to RM Also attending warranty issue and resolve the issue on immediate basis.</li> </ul>

<p><b><u>DELPHI TVS DIESEL SYSTEMS LIMITED</u></b></p> 	<p><b>OEM Sales experience : M &amp; M &amp; TATA Motor (SPD Division) 4.4 Years</b></p> <ul style="list-style-type: none"> <li>▪ Worked with Product Marketing and R&amp;D to create an offering that best provides customer value and business growth</li> <li>▪ Providing the service to the customers to reduce complaints</li> <li>▪ Develop and maintain an annual sales plan for assigned OEM accounts that meets or exceeds orders plan and grows market share within their assigned accounts. NEW business development of target accounts is a key activity</li> <li>▪ Working knowledge of Microsoft Office, SAP</li> <li>▪ Manage assigned OEM accounts for year-on-year sales growth. Build strong relationships to leverage/maximize the Company's product and service customers</li> <li>▪ Performs other duties as assigned</li> </ul> <p><b>Aftermarket Sales experience : South Regions (TN, KL, AP &amp; KA ) 2 Years</b></p> <ul style="list-style-type: none"> <li>▪ Imparting training to various Service Dealer, Distributor and ASP's sales personnel on various products and up-dates for engineers.</li> <li>▪ CAV Diesel Filter 4 lakhs filters sales Aug 2011 is a big achievement in my career in Delphi-TVS</li> <li>▪ Identifying and networking with financially strong and reliable dealers and channel partners, resulting in deeper market penetration and reach.</li> <li>▪ Creating awareness to mechanic and pump service points</li> <li>▪ Product campaign (Like: Van campaigns, Corner Meet – Meet customer at different location).</li> <li>▪ Mechanic meet – New launching, Detail about existing product, product related issues.</li> <li>▪ Product training and awareness Program – (dealers)</li> <li>▪ Touch and feel program related service – (Pump Service and Neutral workshops)</li> <li>▪ Digital banner ads - Product wise</li> <li>▪ Attending all warranty issue and resolve the issue on immediate basis.</li> <li>▪ Preparing Part catalogue as the product specifications.</li> <li>▪ Technical drawing presentation and given training to our Pump Service Dealers and car dealers.</li> </ul>
<p><b><u>TATA MOTORS</u></b></p> 	<ul style="list-style-type: none"> <li>▪ Establish and manage the compound operations, outbound Logistics and 3PL (logistics provider)</li> <li>▪ Improve overall process of Press Shop logistics activities: transport costs, manpower and operation costs (Procurement).</li> <li>▪ Performance evaluation of logistics providers (quality, delivery).</li> <li>▪ Return goods handling &amp; reverse logistics.</li> <li>▪ Monitoring schedule adherence of lines (Body side).</li> <li>▪ Settlement of rates for newly development parts</li> </ul>

<p style="text-align: center;"><b>TVS Logistics</b></p>  <p style="text-align: center;">TVS Logistics Services Limited</p>	<ul style="list-style-type: none"> <li>▪ Establish and manage the compound operations, inbound Logistics in TATA Motors</li> <li>▪ Improve overall process of vehicle sub assembly division Kanban activities, full fill materials in production line to avoid down time in assembly area.</li> <li>▪ Performance evaluation of logistics providers (quality, delivery).</li> <li>▪ Return goods handling &amp; reverse logistics.</li> <li>▪ Monitoring schedule adherence of customer.</li> <li>▪ Settlement of rates for newly development parts</li> </ul>
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<p style="text-align: center;"><b><u>EDUCATION QUALIFICATIONS</u></b></p>	<ul style="list-style-type: none"> <li>• <b>MBA (HR)</b> – 72% from Prist University In thanjavur</li> <li>• <b>B.E. (MECH)</b> - 64% from KLN College of Engineering, Madurai (2001-2004)</li> <li>• <b>DME(MECH)</b> - 71% from Latha Madhavan Polytechnic, Madurai (2000)</li> <li>• <b>SSLC</b> - 54% of from Sourashtra Higher Secondary School, Madurai (1997)</li> </ul>
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### **SOFTWARE AWARENESS:**

<p style="text-align: center;"><b><u>SUMMARY</u></b></p>	<p>Operating systems : Windows, DOS ,Syteline</p> <p>Office tools : MS-word, Excel, Power point</p> <p>ERP packages : SAP R500</p>
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Languages	Read	Write	Speak
English	✓	✓	✓
Tamil	✓	✓	✓
Hindi			✓

### **ABOUT MYSELF**

<p style="text-align: center;"><b><u>Personal Memoranda</u></b></p>	<p>Date of birth : 02<sup>nd</sup> Feb 1982</p> <p>Marital Status : Married</p> <p>Nationality : Indian</p> <p>Gender : Male</p> <p>Passport. No : F9948887</p>
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**INDIAN REFERENCES:**

TATA Motors Limited – Cochin  
Name: NAGARAJAN.V  
Designation: Area Parts Manager  
E-Mail: audinaga@gmail.com  
Mobile: +91-9884145191

Mahindra & Mahindra – Igatpuri  
Name: Shankar Iyer  
Designation: DGM –SCM  
E-Mail: iyer.shanker@mahindra.com

All the information provided by me in this resume is correct and I have not knowingly omitted any related information, which would have a bearing on my employment with you.

Place:

JLK VIJAYMAHINDRA

Date: