

# VENKATESAN NATARAJAN

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Contact No: 8072656280

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## Objective:

To be a Good Management professional, creative and highly strategic with excellent leadership and client relations abilities. Result oriented individual with passion for continuous learning and innovation. With commitment to achieving company goals and delivering Exceptional service, Known for leveraging analytical thinking and creativity to driven and solve problems and delivery high-impact where I can contribute my expertise for the company's growth and individual development.

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## Key Skills:

- To Handling Team
  - Channel Management
  - Key Account Management
  - New Market Development
  - B2B/ B2C/ Sales
  - New Dealer/ Distribution/Retail/ Channel Development
  - Diploma In Computer Application
  - SAP, MICROSOFT EXCEL, WORD PP, POWER BI DATA ANALYTICS
  - Languages; English, Tamil, Hindi(manage)
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## Experience:

EASTERN TREADS LTD ( Precured Tread mfg company)

from Jan 2024

State Head - Tamilnadu

- Handling sales team, (PCTR)
  - strategy mtg development
  - New Distributor/Dealer/Retail channel development
  - B2B,B2C, Business plan and Analysis
  - Monthly plan and execution
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AGARWAL RUBBERS LTD

Aug 2019 to Dec 2023

Regional Manager-Tamil Nadu (2&3 wheeler tyre mfg company)

- Handling sales team,
  - appointing distributors,
  - new business development,
  - Sales planning for uncoverage areas
  - Innovative execution for sales
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ELGI RUBBER COMPANY LTD (Precured tread mfg company)

Dec 2017 to May 2019

BRANCH MANAGER - VELLORE

- Branch over all operations
- Profit control, Logistics, Inventory
- B2B,B2C, Retail sales of PCTR
- Sales Team Handling
- profit control Truck and Lcv tyres Retreading, PCTR sales
- Strategy planning

CEAT TYRES LTD. (Tyre Mfg co)  
TERRITORY MANAGER ( SALES & MKTG)  
CHENNAI- REGIONCOMMERCIAL VEHICLE TYRES - TRUCK/LCV/PCR/OTR/FARM/TW

May 2010 to Nov2017

- Dealer channel/Key Accounts channel
- B2B,B2C, Retail end customer
- Responsible for Sales new market development. [?]
- Fleet management sale, institutional sales Claim Inspection of service failed tyres and timely solution
- Dealer sales improvement plan with action./ dealer meeting / Key acct training
- Chennai and Pondy depots covering 6 districts below
- Chennai, Vellore, Pondy, Tiruvannamalai, Villupuram & kallakuruchi. Madurai,tirichy,coimbatore
- Company C&F handling for monthly stocks,inventory control.

Received - SOUTH ZONE CEAT -BEST TERITORRY MANAGER (SALES) AWARD -2012

Received - SOUTH ZONE CEAT - BEST TERRITORY MANAGER - CUSTOMER SERVICE AWARD 2014

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BIRLA TIRES LTD ( Tyre mfg company)  
SALES ENGINEER

May 2008 to Mar 2010

- Team Handling
- Truck-Lcv-Pcr-Farm-OTR-TW- tyres
- Handling C&F for inventory control as per sales volume
- Dealer/Key Accounts handling for sales and service
- OEM Dealer sales and claim resolution for customers
- Technical training giving for OEM Dealer staff for tyres

Received - SOUTH SALES CHAMPION AWARD 2010

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TVS. SUNDARAM INDUSTRIES LTD.  
ASST MANAGER SALES- (Tyre Retreading solution Division)

Apr 2005 to Feb 2008

- Team Handling
- TRUCK/LCV/Farm/OTR – Commercial vehicle tyres
- Retreading Covering; north and south, Entire Chennai

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GENERAL TIRE RETREADING COPN  
Sr. SALES OFFICER

Apr 2000 to Mar 2005

- TRUCK/LCV/ALL Commercial vehicle tyres Retreading.

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Educational qualification:

- B.B.A (Bachelor of Business Administration.)University of Madras
- TECHNICAL QUALIFICATION:
- Diploma in Computer application (DCA.)
- SAP, WORD, EXCEL, TYPING-HIGHER.
- Microsoft power Bi data analytics

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Personal Details:

- Date of Birth: 08.10.1970
- Marital status: Married
- Current CTC: 10 lakhs (10+2V)

N.VENKATESAN

Signature