



# VENKATESH.P

EXPORT SALES

## CONTACT S

📍 Chennai - India

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## ABOUT ME

Dynamic Asst. Manager with 17+ Years in Sales, in which 5+ years in Export Sales at Gulf Additives LLC Seeking to Drive Global Growth and Innovation with Your Esteemed Team, Leveraging a Strong Engineering Background (B.Eng., 2006)

## SKILLS

Communication

Problem Solving

Business Development

Relationship Building

Market Analysis

Ability to work in a Team

Effective time Management

Process improvement

## WORK EXPERIENCE

### ASST. MANAGER - EXPORT SALES

*Gulf Additives LLC, Muscat*

SEP - 2018

June - 2024

- Developed a multilevel sale strategy.
- Managed 50+ key accounts for sustained growth
- Developed key overseas accounts, expanding market reach
- Implemented CRM, improving client relationship mgmt.
- Negotiated contracts with international clients

• Analyzed market trends to adjust export strategies

Having 15 years of sales experience in Plastic field, lead a team of sales executives, providing training and guidance to enhance their performance and achieve set sales targets.

### REGIONAL MANAGER

*Prayag Polytech (P) Ltd, Chennai*

SEP - 2015

AUG - 2018

- Expanded territory by 30% in 1yr
- Pioneered new market strategies
- Enhanced client retention.
- Led regional market expansion & brand growth
- Enhanced customer satisfaction.
- Streamlined logistics, improving delivery times
- Drove regional expansion, by opening new ware house in Chennai.
- Negotiated key contracts, boosting revenue by 40%

### EXECUTIVE ENGINEER - SALES

*Electronica Plastic Machines Ltd, Chennai*

JUN - 2013

AUG - 2014

- \* Demonstrable experience in a manufacturing environment, with engineering design and supply chain.
- \* Identify, develop, and implemented innovative ways of working, commensurate with a new product introduction.
- \* Delivering results and driving innovative made changes.
- \* Excellent interpersonal and team building skills capable of building good working relationships within the organization.

### SR. ENGINEER - SALES

*Windsor Machines Ltd, Chennai*

NOV - 2009

APR - 2013

## LINKS

venkatesh.panneer

<http://facebook.com>

Venkatesh

Panneerselvam

<http://linkedin.com>

## LANGUAGES

Tamil

English

Hindi

## HOBBIES

Hiking Cooking Music

Travel Camping

## PERSONAL DETAILS

Date of Birth

11 Sep 1982

Nationality

Indian

Marital Status

Married

- Developed sales strategies to draw in potential customers.

- Attracted new client base

- Strong technical & product knowledge

- Skilled in client needs assessment

- Proven record of sales growth in sector

- Creating relationships with customers to identify their potential needs and qualify their interests and viability to drive sales

### ENGINEER SALES & SERVICE

JUN - 2007

*Shini Plastics Technologies, Chennai*

JUL - 2009

- Engineered custom solutions for key clients

- Pioneered a new service protocol

- Innovated with tech to enhance service

- Slashed response times.

- Led technical demos for B2B clients, enhancing product understanding

- Collaborated with engineering team to tailor solutions for customers

- Conducted market analysis to inform new product development

- Trained sales staff on technical aspects, improving team performance

## EDUCATION

### BACHELOR OF ENGINEERING

2006

*Anna University, Chennai*

- Attained First Class with 70% in B.E. Mechanical Engineering.

### DIPLOMA IN MECHANICAL ENGINEERING

2001

*Directorate of Technical Education, Chennai*

Earned a Diploma in Mechanical Engineering with First Class Honors, achieving an 80% grade average.