

# HARI KRISHNAN G

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## OBJECTIVE

- To utilize my technical skills for achieving the target and developing the best performance in the organization. I would like to implement my innovative ideas, skills and creativity for accomplishing the projects.

## EDUCATIONAL & QUALIFICATION

### 2011 – 2014 DME –Diploma in Mechanical Engineering

Jaya Polytechnic College,  
DOTE, Chennai, Tamil Nadu.

**76%**

### 2008 – 2009 SSLC

A.E.M High School,  
Korukkupet, Chennai, Tamil Nadu.

**68%**

## AREA OF INTEREST

- Sales

## PROFESSIONAL EXPERIENCE

### SMOLLAN INDIA PVT LTD – CASTROL

**Business Development Manager**

**April 2023 to present days**

- Built a relationship with customer and understanding market conditions .
- Develop annual sales plans and provide regular forecasts on sales revenue within the assigned accounts.
- Provide support to business development and marketing teams with the development and marketing of new products.
- Ensure volume growth in direct accounts with business plan.

### WITMANS ADVANCED FLUIDS PVT LTD - CHENNAI

Witmans Advanced fluids is one of the leading ISO 9001:2008 certified lubricant manufacturing companies in India.

**Sr. Engineer, Sales & Service**

**April 2022 to March 2023**

- disciplined ways of working, lead motive, and manage the performance of frontline teams
- Generate leads, close leads into order, follow up existing customers and find out new application, provide solution to customers.

- Ability to work independently and strategic issues with customers, capable of managing fairly complex projects.
- Addressing product issue at site & Troubleshooting, Educate customer on new development
- Built, maintain, and grow relations with key accounts.
- Product trails, conducting seminars and appointment of distributors & monitoring their activities work together and improve distributor sales
- Self-driven sales professional to actively seek out and engage customer prospect
- Constantly focusing on profitability and growth

### **LUBGRAF SYNOILS PVT LTD - CHENNAI**

Lubgraf synoils pvt ltd is a speciality lubricant manufacturer for industrial machinery.

#### **Business Development Manager**

**July 2019 to March 2022**

- Focus more on taking 100% ownership of the workshop.
- Doing cross sell with the existing customers for different Applications.
- Provide regular service to the existing customer for the retention business.
- Identifying and pursuing business opportunities through market surveys.
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- Strong customers focus growth with a prevailing commitment to executing projects and realizing growth strategies.

### **VIBARJA ENTERPRISES - (HOUGHTON) CHENNAI .**

VIBARJA ENTERPRISES as an authorized distributors for **SHELL** Lubricants, **HOUGHTON** Metal Working Products, **EWAC** Welding and Cutting System, and **CERATIZIT** Cutting Solutions.

#### **Sales and Service Engineer– Houghton**

**May 2014 to June 2019**

- Maintain records of target and accounts, collection, quotes, projects and contracts. (MIS for my team and customer account).
- Investigate equipment & product failures and difficulties to diagnose faulty operation and to make recommendations to maintenance and production crew.
- Travel to project sites to preform start-up and integration.
- Responsible for representing the product to customers and at field events such as conferences, seminars, etc.
- Able to respond to functional and technical elements of Requesting for Information and Requesting for Purchase Order.

- Maintain Entire Coolant management details and updating regularly to concern.
- To making cross selling in existing business and as well increasing number of new businesses.

## **TRAINING & ADDITIONAL SKILLS**

- Auto CAD
- Pro-E

## **STRENGTHS & ATTRIBUTES**

- Leadership & Ability to work in a team
- Exhibit Analytical Ability and Solve Problems.
- Good Communication and Presentation skill.
- Interpersonal and organizational skills.

## **SKILLS**

- CRM, Salesforce, MS Office, Forecasting

## **PERSONAL DETAILS**

Son Of : Mr. Guna Sekar. B  
Nationality : Indian  
DOB : 15/06/1993  
Marital Status : Single  
Language Knows : English & Tamil,  
Present Address : No:19/10, 6<sup>th</sup> street, MGR Nagar , Kodungaiyur, Chennai – 118.

## **DECLARATION**

I hereby declared that all the above-mentioned information are true as to my knowledge and believes.

**HARI KRISHNAN. G**