

CURRICULAM VITAE

D. LOGANATHAN

ADDRESS FOR COMMUNICATION:

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PROFILE

Ambitious, Target oriented, Graduate in Mechanical Engineer with total 9 years of work experience in small and large-scale industries. Have experience in Production, Application Engineer, Technical service (after sales service), Sales & Marketing, Possess effective communication, analytical and strong interpersonal skills with sound computer knowledge. Confident and having positive attitude to achieve goals.

SKILLS

• Metal working fluids	• Troubleshooting of industrial metal working fluid & Rust preventive oils
• Rust preventive oils	• Technical support/service to customers
• Washing cleaners & Neat cutting oils	• Identify and address problems
• Coolant management service/Total fluid management	• Generating various trial reports & Presentations
• Immediate customer support & Good relationship with customer	• Anti spatter (Welding product)

EDUCATIONAL QUALIFICATION

<u>Qualification</u>	<u>Institute / University</u>	<u>Percentage</u>
H.S.C.	GOVT. Boys Hr. Sec..School Kalambur.	65.8 %
D.M.E	Swamy Abedhanandha Polytechnic College, Thellar.	83.7 %
B. Tech – Part Time (Mechanical Engineering)	Vel Tech University, Avadi	7.2 (Cumulative Grade Point Average)

ACADEMIC PROJECT WORK

<u>Project title</u>	Component manufacturing stage reduction (Press Shop).
<u>Objective</u>	To improve the productivity and saving cycle time of production by proper designing of punch & die and by proper control of the process.

COMPUTER SKILLS

<u>Packages</u>	Knowledge of MS-Office – MS Word / Excel / Power point.
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WORK EXPERIENCE			
<u>Period</u>	<u>Company name</u>	<u>Designation</u>	<u>Nature of work</u>
June 2013 June 2016,	M/s. Brakes India Ltd., Padi, Chennai,. (Mother Plant)	Team Leader	<ul style="list-style-type: none"> • Production Planning and Line Management. • Tool setting ability include Date Code Traceability and work in Accordance with SOP.
June 2016 Feb 2017	M/s. Siva Sakthi Engineering, Mugapair.	Production & QC Officer	<ul style="list-style-type: none"> • CNC operator and quality checking inspector
March 2017 June 2019	M/s. PMS Traders, Maduravoyal, Chennai.	Sales & Application Engineer	<ul style="list-style-type: none"> • I was handled the Sumitomo cutting tools, Conduct process optimization, tool life optimization and cost reduction program at the customer's shop floor. • Resolving customer complaints by identifying the root cause and solving by interacting with Design dept, product development team, production dept and the customer. • Managing CPC activity to my esteemed customers. • I was a SIZE CONTROL Gauges sales and service Technician for two years in which I worked as an attribute and variable gauges planner and in some places as a project.
June 2019 Aug 2022	M/s. Southern Packaging, Noombal, Chennai.	Business Development Manager	<ul style="list-style-type: none"> • To convert the new business on CCPP basis. • Managing CPC activity to my esteemed customers. • Product troubleshooting – Metal working fluids & RP oils • Choosing our equivalent product. • Conducting and monitoring field trials (MWF & RP oils) • Preparing trial reports, technical presentations and receiving Proof of Performance (POP) of our products from customers. • QC – Analysis and Testing of used cutting fluids, Rust preventive oils, water, etc.,
Aug 2022 Still the Date,.	M/s. Callington India Pvt Ltd, Chennai.	Assistant Manager - Sales	<ul style="list-style-type: none"> • I am looking at Chennai, Coimbatore, Trichy & Pondicherry areas, And develop the new business and technical support to the sales partner team. • Marketing support – Suitable product recommendation. • Attend the product troubleshooting – Metal working fluids & Anti spatter.

			<ul style="list-style-type: none"> • Supporting and assisting sales team in new business development. • Promoting additional business at existing customers (Expanding the other products). • Provide periodic training to new and existing employees of sales partners. • Conducting meeting with all sales partners engineers once in every 15 days. • Data reporting • To attend daily/weekly/monthly/sales meetings
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ACHIEVEMENTS

Highlights of achievements in PMS TRADERS.	<ul style="list-style-type: none"> • Developed Brakes india (Group) variable gauges business from 0 lac to 8 lac PA • Installed the multi gauges from Ashley Alteams value of 26L.
Highlights of achievements in SOUTHERN PACKAGING.	<ul style="list-style-type: none"> • Developed Poclairn Hydraulics business from 0 to 30 lac PA. • Developed Balaji Industries business from 0 lac to 8 lac PA • Developed Srimukha business from 0 to 30 lac PA. • Developed Brakes india (Trans Energy) business from 0 to 20 Lac PA. (unfortunately project drop) • Other business from 0 to 20 Lac PA.
Highlights of achievements in CALLINGTON INDIA PVT LTD.	<ul style="list-style-type: none"> • Developed Doosan bobcat business from 0 to 12 lac PA. • Developed GKN Drive line business from 0 to 8 lac PA. • Developed NTN NEI Manufacturing business from 0 to 4 lac PA. • Developed Precision Hydraulic Components Ltd business from 0 to 10 lac PA. • Developed Schneider Prototyping business from 0 to 4.8 lac PA.

SELF STRENGTHS & PERSONAL SKILLS :-

<ul style="list-style-type: none"> • Comprehensive problem solving abilities & Good verbal and Written communication skills. • Ability to deal with people diplomatically. • Willingness to learn & ability to handle stress. Honesty & Self Confidence. • Team Management. And Dedication in all assignments.
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PERSONAL INFORMATION	
FATHERS NAME	Mr. V.Dhamotharan.
MOTHERS NAME	Mrs. D.Uma Mageshwari.
DATE OF BIRTH	14 th July 1994.
AGE	29 years.
HEIGHT	5'9".
NATIONALITY	Indian.
MARITAL STATUS	Single.
LANGUAGES KNOWN	Tamil, English & Kannada.

Declaration:

I hereby declare that the details given above are true to the best of my knowledge.

Place : Chennai
Date : 26.07.2023

Signature
D.LOGANATHAN.