

Experienced Sales Manager with 10 years in the Construction industry, driving sales growth and fostering strong relationships with clients, dealers, and key accounts. Proven success in increasing revenue and achieving business goals through strategic planning and resource optimization.

WORK EXPERIENCE

Klaus World Equipment-Potain Authorized Dealer., Bangalore & Chennai.

Sales Manager (December 2022 to till date)

Roles & Responsibilities:-

- Potain Tower Crane business for the South regions. Handling Key Account Management.
- Finding a New Launched Project & Generating Lead & Submit Offer to Chase the Order
- Provide technical plus application information support to customers.
- Maintain pricing information on choice products.
- To develop effective working relationships with customers through regular meetings and identify and obtain further sales and business development opportunities

Zoomlion India Pvt. Ltd., Chennai & Bangalore-South Region.

Sales Engineer (August 2022 to December 2022)

Roles & Responsibilities:-

- Zoomlion Tower Crane business for the South regions. Handling New Business Account Retail Market.
- Finding a New Launched Project & Generating Lead & Submit Offer to Chase the Order.
- Understand a prospect's business needs and work with the expert teams to develop a possible business growth.
- Technical & Commercial Discussion.
- Collect The Site Elevation, Floor Plan, Ground Floor Drawing & Submit The Proposal Plan.

Tiong Woon Project & Contracting India Pvt. Ltd., Chennai, Tamilnadu-PAN India.

Project Coordinator&Sales(Sep 2017 to July 2022)

Roles & Responsibilities:-

- Meeting with client, submission of quotations and finalization of orders for the PAN India.
- Market analysis and development of customer base.
- Searching for new opportunities to expand business.
- Customer relationship management – Managing clients, Customer Retention, Repeat Orders.
- Monitoring all procurement processes, negotiation with vendors and finalization of purchase orders.
- Responsible for timely payment collection from clients.

Amvion Labs Pvt Ltd (Chennai).,Senior Executive Projects Jun 2017 to Aug 2017

Roles and Responsibilities:

- Senior Executive Projects – In a Project all management including Team operations, Materials Handling, Man Power Calculation, Executive Plans under Security System. I manage all Security system works like CCTV camera, Fire Alarm, Fire Fighting, Access Control, Networking system, Biometric system and Intercom System.

Gemini Communication Ltd (Chennai)

Executive Project Coordinator July 2015 to Mar 2017

Roles and Responsibilities:

- Working on regular escalations and coordinating with the operating team to solve various kinds of network installation
- Helping with the management of various types of projects related to network services.
- Managing the whole infrastructure of the Commission
- Day to day operation, Construction and design
- Testing of new equipment, releases and configurations, Development of the services

G KANIYAZHAGAN

Sales Manager –South Region

Email: kaniyazhagan@gmail.com

HP: +919965754908

Experienced Sales Manager with 10 years in the Construction industry, driving sales growth and fostering strong relationships with clients, dealers, and key accounts. Proven success in increasing revenue and achieving business goals through strategic planning and resource optimization.

EDUCATIONAL BACKGROUND

- 2009, SSLC Passed with 77.4%, Donbosco Hr. Sec. School, Varadarajanpettai.
- 2011, HSC Passed with 73.5% , Donbosco Hr. Sec. School, Varadarajanpettai.
- 2011-2015, BE(EEE) Passed with 77.4%, MAM
- College of Engineering, Siruganur, Trichy.

PROFESSIONAL TRAINING & SKILLS

- Advanced level of proficiency with Microsoft Office applications to include Word, Excel, PowerPoint and Outlook.
- Attended Training for Assembly/Dismantling, Erection and Installation at Tiong Woon Tower Crane @ Singapore
- Attended Technical and Sales Training at Potain India Pvt Ltd @ Pune

PERSONAL IDENTITY

Name	: G Kaniyazhagan
Gender/DOB	: Male, 31/05/94
Nationality	: Indian
Languages Known	: Tamil, English and Hindi
Passport Number	: L7234539

Declaration:

The undersigned hereby certifies that all information given in this document is true, complete, and correct.



G Kaniyazhagan