

**V.BALAJI.**

Mobile : +91-98402 60071

Email : balajivedhagiri@yahoo.com

SUMMARY

Seeking a suitable position in Marketing with my vast exposure, which would enable to guide and maneuver the team to give best results under tight schedules. Also, to be a part of a professionally managed organization, with scope for a challenging career opportunity for learning / delivering excellence and continuous improvement coupled with individual development.

- A proactive, self motivated person, with ability to work and lead a team.
- A natural flair for Sales, with a balanced mind to work under pressure.
- Good interpersonal skills, Good negotiation and presentation skills.
- People management skills and high level of selling skills.

EXPERIENCE

Have 25 + years of total experience in Service, Sales and managing the sales and Service team.

From June 2022 to Dec 2026 – Run my own business.

Product: Online UPS, Servo Stabilizer, Industrial Battery Chargers, DC UPS, All type of Panel, and all Power Conditional Equipment's.

Last Company:

Company name: **Hitachi Hi-Rel Power Electronics P Ltd. Chennai**

Duration : Sep 2012 to June 2022

Position: Manager – sales

Product: Industrial and Commercial Online UPS

Previous Experiences:

1. Company Name: Power One Micro Systems (P) Ltd., (Perfect power controls P Ltd) Chennai.

Duration: March 2011 to June 2012.

Position: Territory Manager- Sales – Chennai,

Product: Online UPS, Servo controlled voltage stabilizer, Isolation transformer, Inverter, Frequency converter & Solar Products.

2. Company Name: Donvey Power Control Systems (P) Ltd., Chennai.

Duration: Nov 2006 to March 2011.

Position: Sr. Executive- Marketing – Chennai, taking care of sales team in south region.

Product: Online UPS, Servo controlled voltage stabilizer, Isolation transformer, LT HT Transformers.

3. Company Name: Techser Power Solutions Pvt. Ltd., Bangalore

Duration: Jan 1999 to Oct 2006.

Position: July 2002 to Oct 2006 Worked as a Brand in charge in Trichy (Taking care of Sales and Service team)

Position: Jan 1999 to July 2002 worked as a Sr.Service engineer In Chennai

Product: Servo controlled voltage stabilizer, Isolation transformer and Online UPS

4. Company Name: Electronics and Controls Pvt. Ltd., Bangalore

Duration: May 1997 to Jan 1999.

Position: May 1997 to jan1998 worked as a Trainee in Bangalore Factory.

Position: Jan 1998 to Jan 1999 Worked as a Service engineer in Chennai.

Product: Online UPS and Inverters

Responsibilities

- Achieve primary targets.
- Has done a through study on the corporate identified at Southern Region.
- Handled direct sales in large corporate, Banking Sectors, Industrial Sector, OEM's & Power plants' projects in south region.
- Individual Handling the big tenders of state and central Governments
- Ensure high level of Merchandising.
- Responsible and accountable for the team's performance.
- Interacting with the client to get the feedback about the services provided and improve upon based on clients concerns.
- Preparing weekly and monthly reports on Sales and Marketing.

Achievements

- Consistent target achievements in all the months.
- Was instrumental in bifurcation of Southern Region which generated good volume.
- Sales done from the range of 0.5 KVA to 500 KVA Online UPS ,1KVA to 1500 KVA Servo Stabilizer and 1KVA to 500 KVA Isolation Transformer.

EDUCATIONAL QUALIFICATION

1. Diploma in Electrical and Electronics Engineering – 1996.

In Thai Moogambikai polytechnic – Chennai.

2. Diploma in Computer Hardware and Network Engineering – 1997

In Accel Automation – Chennai.

PERSONAL INFORMATION

Father Name : K.R.Vedhagiri
Date of Birth : 27-May-1975
Sex : Male
Address : 41C, Perumal Koil Street,
pallikaranai,
chennai - 600100.
Mobile No. : 9840260071
E-mail : balajivedhagiri@yahoo.com
Marital Status : Married
Languages Known : English, Tamil.
Last CTC : 8.9 Lakhs/annum
Designation : manager Sales

Place: Chennai

Date:

(V.BALAJI)