

MANIKANDAN A

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PROFILE:

I am an outgoing and friendly individual with ability to build excellent customer relations. Experienced sales professional with 15+ years in managerial roles. Proven track record in sales, operations, team management, and customer care. Good at time management. Equally effective with teamwork and individual tasks. Enjoy starting new innovative challenges and projects. I have an ability to learn new skills very quickly.

ACADEMIC QUALIFICATIONS:

- **MBA, Master of Business Administration**, Annamalai University, Chidambaram, Tamilnadu, India.
Expertise Area: Marketing Management, Finance and Accounting
First class (2012-2014).
- **BBA, Bachelor of Business Administration**, Annamalai University, Chidambaram, Tamilnadu, India.
Expertise Area: Administration, International Business, Sales and Marketing, Human Resources
First class (2006-2009).
- **DME, Diploma in Mechanical Engineering**, Government Polytechnic, Perinthalmanna, Kerala, India,
Expertise Area: Thermal Engineering, Hydraulics, Quality Management, Environmental Science
(2000).

PROFESSIONAL EXPERIENCE:

- **Sales Head - Spatikaa Info Solution Private Limited, Bangalore (Oct 2021 - Present)**
Job Description and Achievements
Guided by a vision to revolutionize the Booking platform, I spearheaded the startup journey, orchestrating every facet of product development, marketing strategy, and team cultivation. Managed to collect over 10000 target customer data with a keen eye on data protection. Fueled by innovation and a relentless pursuit of customer satisfaction, we've not only met but exceeded our goals, and laid the foundation for sustained growth.
- **Zonal Manager - Astroved.com Pvt Ltd, Bangalore, (Dec 2019 - Aug 2021)**
Job Description and Achievements
In this role, I navigated the intricate landscape of online and offline platforms on managing the team which had the scope of customers for Ayurveda Products, Spiritual consultation and training, Pilgrimage Travel, and Naturopathy Research. I was fostering strategic partnerships and executing targeted marketing campaigns. Through adept leadership and a keen eye for market trends, I overlooked the Karnataka and Kerala regions enhancing our position as a market leader.
- **Regional Manager - Astro-vision Future Tech Pvt Ltd, Bangalore (Dec 2012 - Oct 2017)**
Job Description and Achievements
At Astro-vision, I was pivotal in driving sales and operational excellence, overseeing a diverse portfolio of astrology software products. Through meticulous planning and execution, I cultivated a high-performing team culture that consistently delivered results, earning sales performance and customer satisfaction accolades.
- **Branch Manager – Reliance Communication Ltd (Dec 2006- Oct 2011)**

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Job Description and Achievements

At Reliance, provide outstanding customer service to all Customers addressing their needs and inquiries with product knowledge and expertise. I was Assist with inventory management tasks, including stock replenishment and merchandising. Stay informed and guide about the latest trends, developments, and innovations in the mobile technology industry

- **Sales & Service Engineer –JCR Mining Equipments (oct 2000- Oct 2005)**
- **Job Description and Achievements**
- At JCR , worked as sales and service Engineer,Take care company production requirment ,sales ,support, customer service requirements ,our products include ,Borewell and mining equipments

WORK EXPERIENCE:

2021 To till date	Sales Head - Spatikaa Info Solution Private Limited,
2019 To 2021	Zonal Manager Astroved.com Pvt Ltd, Bangalore.
2012 To 2017	Regional Manager, Astro-vision Future Tech Pvt Ltd.
2011 To 2012	Branch Manager, Consim info pvt ltd.
2006 To 2011	Branch Manager, Reliance Communication Ltd
2000 To 2005	Sales & service Engineer ,JCR Mining equipments, Bangalore.

TECHNICAL SKILLS:

CAD	Auto CAD, NX (Unigraphics).
Project Management	MS Project, MS Office. Google Sheet, Google Slides.
Data Analysis	Plot Digitizer.
Creative Design	Adobe Photoshop, Google Site.
Certified courses	Certified by NIS Sparta for customer service & sales. Certified by Reliance Communications for Best Sales & Customer Care Rewards and Digital Marketing.

EXTRA-CURRICULAR ACTIVITIES:

- Developing people skills through interaction with prospective customers through part-time assistance in property marketing and sales (2020-2023)
- Volunteering for a Local charity at Perinthalmanna, Kerala, India (2000-2001).

PERSONAL INFORMATION:

Date of Birth	19th May 1977.
Languages Known	English, Hindi, Malayalam, Tamil, Kannada, Telugu.
Interests	Reading, Walking, Listening to Music, Cricket, Football, and Badminton.
General Skills	Leadership, Sales & Marketing, Customer Focus, Teamwork, Ability to learn new things quickly, Communication Skills.