



**~~AMITHKUMAR C K~~**

**LV SWITCHGEAR SALES PROFESSIONAL**

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**Chiyalath Kaiprath House, Eriam P.O, Kannur District,  
Kerala, India-670 306**

## CAREER SUMMARY

An enterprising young LV switchgear sales professional having business development and Key account management experience with the field of LV Switchgears, Cable management system and automation products in the segments such as Building, Contractor, Retail, Utilities and Industries.

## KEY AREAS

- Sales and Business Development
- Key Account Management
- Customer Relationship Management CRM
- Microsoft Office Suite
- SAP/Salesforce/BI
- Business Analysis/Sales Planning
- Channel Management
- Promotional activities/Technical Presentation

## EDUCATIONAL QUALIFICATION

- 2014: Bachelor's Degree in applied Electronics and Instrumentation Engineering from Mahatma Gandhi University, Kerala, India
- 2010: Diploma in Electronics and Instrumentation from Kerala State Board for Technical Education, India

## **PROFESSIONAL EXPERTISE**

**L&T Electrical and Automation (A Unit of Schneider Electric India Limited), India**

**Deputy Manager Sales-LV Switchgear (June 2019- Till Date)**

### **ACCOUNTABILITIES**

- Handling sales enquiries from project and Retail customers
- Responsible for creating quotations, order intakes and keeping customer relationships
- Manage sales and business development activities for the accounts
- To map and appoint the channel partners
- To develop the distribution market by conducting activities and appointing sub dealers
- Reporting about sales actions, achievements, status and forecasts of projects, any matters improving and affecting the sales targets and strategies to Deputy general manager on regular basis
- Propose, challenge and suggest measures to ensure you to meet customer requirements/ customer budget and beat competitor pricing

**ABB India Limited, India**

**Sales Engineer (August 2018- June 2019)**

### **ACCOUNTABILITIES**

- Study the client requirements and to deal with the sales of LV Switchgears and RMU
- Provide better support to the clients technically and commercially
- Responsible for creating quotations, order intakes and keeping customer relationships
- Manage sales and business development activities for the key accounts in the given area
- Organize and develop sales activities reports and presentations
- Establishing new and maintaining existing relationship with the customers
- Negotiating and closing sales by agreeing on terms and conditions

**Larsen and Toubro Limited, India**

**Sales Engineer-LV Switchgear (February 2016- July 2018)**

**ACCOUNTABILITIES**

- Worked as sales engineer on third party role for Larsen and Toubro Limited (Lobo staffing solutions)
- Responsible for both primary and secondary target, developing new business and capturing untapped market
- Manage sales and business development activities for the retail segment in the given area
- Organize and develop sales activities reports and report to the branch head and national level retail head.
- To conduct presentations and promotional meetings
- Establishing new and maintaining existing relationship with the customers
- Supporting marketing by attending trade shows, conference, and other marketing events

**Proficient Electro Trade Links Private Limited, India**

**System House for Siemens in Kerala**

**Sales Engineer-LV Switchgear (February 2015- February 2016)**

**ACCOUNTABILITIES**

- Study the client requirement and to deal with sales of LAPP Cables.
- Execute the Sales of Siemens LV-Switch Gear products namely MCCBs, MCBs, RCCBs, Controlgears, Motors and DB's
- Provide better support to the clients technically and commercially.
- Execute costing and to draft official offer letter from our side.

**PERSONAL DETAILS**

**Date of Birth:** 8<sup>th</sup> Dec 1989

**Nationality:** Indian

**Passport No:** M9289780

**Driving License:** India

**Languages Known:** English, Hindi, Malayalam