***CURRICULUM VITAE***

# Name : YOGES RG

***E-mail : yogesrg@gmail.com Mobile no : +919600337122***

***CARRIER OBJECTIVE***

To establish myself as one of the best cadres your organization has recruited, through ethical application of my skills and strive for the growth of the organization. To work in a challenging and creative environment and effectively contribute towards the goals of the organization. To secure a career in Sales, Business Development & Customer Service in my knowledge, skills & experience in contribution towards fulfilling the company's growth objectives to develop my career and excel in the related field.

# PROFESSIONAL QUALIFICATION

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| --- | --- | --- | --- |
| ***EXAMINATION*** | ***INSTITUTE BOARD*** | ***YEAR*** | ***RESULT*** |
| *B.E-EEE* | *Nehru Institute of Engineering and Technology, Coimbatore.* | *2013* | *66.50%* |
| *12th* | *Sri Jeyandra Saraswathi Swamigal Golden Jubilee Matriculation Higher Sec School.* | *2009* | *82.16%* |
| *10th* | *Sri Jeyandra Saraswathi Swamigal Golden Jubilee Matriculation Higher Sec School.* | *2007* | *83.09%* |

***WORKING EXPERIENCE***

1. ***HPL ELECTRIC & Power Ltd - 7months from 21.06.2021 to 31.01.2022. Covering - Madurai, Trichy & Chennai Region. Position - Sales Manager.***
2. ***COSTPLUS INC, Philippines – 1.2 Year from 06.12.2019 to 16.02.2021 . Position - Sales Director & Project Head.***
3. ***SCHNEIDER ELECTRIC INDIA PVT LTD – 2.3 Years from 09 10.2017 to 13.01.2020.( Covering Tirunelveli, Tuticorin, Nagercoil & Rajapalayam Reporting to Coimbatore Branch) Position - Senior Sales Engineer***
4. ***BCH ELECTRIC LTD – 2.8 Years from 04.02.2015 to 05.10.2017.( Madurai Branch Covering Tirunelveli, Tuticorin, Nagercoil, Rajapalayam & Chennai Branch) Position - Sales Engineer***
5. ***BCH ELECTRIC LTD – 1 Year – 03.02.2014 to 29.01.2015. (Chennai) off role. Position - Pilot Sales Engineer.***

***TECHNICAL:***

Hands on experience in Industrial Electrical products and I have wide selling knowledge about Generators, LT Panels, Switchgear, Control gear, Transformer, BBT, Limit Switches, Foot Switches, Plug & Sockets, Motors, Starters, Wires & Cables, APFC and Sensors. Telco Industry experience on Hardware Implementation of Upgradation of 5G AC Upgrades in Cell Towers Partnered with Huawei Technologies.

***MANAGEMENT:***

*I know to maintain key account management to handling the existing customers as well as new business management. Developing new customer base through regular follow up. Good relationship* ***with OEM’s, Panel Builders, Contractors, Consultants, Dealers and Distributors.*** *I have appointed* ***New Distributors*** *and developed the business in Madurai Region.*

# TECHNICAL SKILLS

* *Hands on Experience with all brands* ***Switch Gear*** *and* ***Control Gear*** *Products.*
* *Expert in Creating New Solution Based Enquiry on* ***MCC, PCC*** *and* ***APFC Panels.***
* *Good in Organizing & Conducting seminars and Product Demo's.*
* *Practical Selling knowledge of All kinds of Domestic and Industrial Cables like Submersible, FR, FRLS, Coaxial, Fibre Optical and Armoured & Unarmoured Shielded Cables.*
* ***Hands on Practical exposure*** *in PLC brands as* ***AB*** *(Allen Bradley), Siemens,*  ***Omron.***
* ***Technically strong in handling Enclosure, terminal boxes, floor standing panels, Starter Panels.***
* ***Creation of New Accounts and Managing them for Profitable Business Growth.***

***MAJOR CUSTOMERS HANDLING***

* + ***In Madurai – Sterlite Copper, NTPL, TTPS, VV Minerals, Maris Associates, Natraj Electricals, Sea food Processing Industries, SPIC, TAC, DCW, VSP Enterprises, Ramesh Candles, Madura Coats, Saraswathi Paper Mills, Jayalakshmi Spinning, India Cements, Nova Carbons, Dalmia Wind farms, Allied Spares, Cape Electricals, ATC Tyres, IOGS, Salt Industries, KKNPL, ISRO, IREL.***

***STRENGTHS***

* *Strong Interpersonal and Communication skills.*
* *Ability to work in a team with diverse backgrounds.*
* *Love to Travel a lot.*
* *Strong commitment to quality.*
* *Willing to learn and adapt to new opportunities and challenges.*

**ACHIEVEMENTS**

* *Participated in the blood donation camp organized by The Red Cross Society.*
* *Was a Captain of the school Cricket team & athlete team and won many prizes.*
* *Presented Paper on ‘Applications of Nano Technology’ at Annai Mathammal Sheela Engineering College, Namakkal.*
* *Attended IMPLANT TRAINING at Lakshmi Electricals, Coimbatore.*

-Certified as PLC Programmer from Prolific Centre, Coimbatore.

**-** Organized Implant Training at Sterlite Copper, Tuticorin.

**-** Managing 3 Business Units Commercial, NPC and Telco Divisions for profitable Growth of 17Mn USD, Philippines.

**-** As Sales Director & Project Head in Costplus INC, Philippines successfully Managing a team of 30Members

***PERSONAL DETAILS***

 ***D.O.B :*** *06.12.1991.*

***FathersName :****Ganaagaraj.KR* ***Nationality :*** *Indian.*

***Sex :*** *Male.*

***Marital Status :*** *Single.*

***Hobbies :*** *listening music, playing cricket, surfing internet & reading.*

***Languages known :*** *English, Tamil, Telugu and French.*

***Home Address :*** *275 2nd Street, NarayanaNagar, SankarNagar, Tirunelveli-627357 TamilNadu, India*

*I declared that the above details wrapped in these curriculum vitae are true to the best of my knowledge.*

***Place : Tirunelveli. (YOGES.RG) Date : 30.05.2022***