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SENIOR RELATIONSHIP MANAGER

Executive Summary

Highly qualified with **B-Tech** in mechanical engineering and experienced in automobile sales and also in the steel **manufacturing plant**, proven supervisory abilities , proactive in team/ cross functional group roles, excellent communication/interactive/organizational skills, flexible/adaptable in attitude, extremely practical and 'hands on' oriented ,ambitious , self reliant and confident in own ability.

Objective

To be part of an integral organization by utilizing my best capabilities, experiences to the optimum level and knowledge to achieve organizational goals and provide ample scope for learning and career growth. To secure a challenging position in a globally competitive environment on challenging assignments, where I can effectively contribute my skills as Technical, Professional, possessing competent technical skills.

Key Personal Skills

- Excellent Communication and Presentation skills
- Good Problem solving skills and a creative approach for new ideas.
- Excellent Analytical & Technical Knowledge.
- The ability to work under pressure and to deadlines
- Executive Leadership & Good Team working skills
- Active listening, strong time management and organizational skills.
- Problem and Opportunity Analysis
- Project Management

Educational Qualification

- Graduated in B Tech Mechanical Engineering with first class of 69 % marks from Jyothi Engineering College affiliated to Calicut University.
- Distinction with 88 % marks in 10+2 CBSE board exam from Jawahar Navodaya Vidyalaya, Malappuram
- Distinction with 86 % Marks in 10th CBSE board exam from Jawahar Navodaya Vidyalaya, Malappuram

Professional Experience

- **Senior Relationship Manager:**

Nexa Perinthalmanna, Malappuram, Kerala (June 2018- May 2019) Worked as Senior relationship Manager in sales department. Monitoring sales activity of a team of 10 members and achieving the monthly sales target without compromising the quality.

- **Assistant Manager:**

KVR Autocars Pvt Ltd, Perinthalmanna, Malappuram, Kerala (May 2016-May 2018) Worked as Assistant Manager in Sales department. KVR Autocars Pvt Ltd is a platinum dealer of Maruthi Suzuki India Ltd with its operation in northern Kerala.

- **Production Engineer-Shift In charge**

UTTAM VALUE STEELS LTD, WARDHA, MAHARASHTRA, INDIA(AUG 2012-MAY 2016) Worked as a **shift incharge** in Production\Operation Dept in the **CONTINUOUS GALVANISING LINE** of the manufacturing plant which has a production capacity of about 20,000 MT per month. **Uttam value steels** focus is manufacturing of Steel & related products, including upstream (Coal Based DRI) & Downstream (like Pipes, Tubes, Engineering Products) having turnover USD850 Millions ,over 4 plants at 3 pivotal locations in India. All the plants are equipped with the state of art technology, equipments and excellent infrastructure like water, power, rail link, and townships.

Key Responsibilities:

- Planning & supervising the Continuous Galvanising line which has a capacity of 20,000 MT per month.
- Preparation of daily, weekly and monthly production & related reports.
- Participation on scheduled shut down maintenance works of the line.
- Management of manpower.

Vocational /Technical Exposure

A: MODEST INFRASTRUCTURE Ltd. (ship builders & repairers), Gujarat.

I have undergone a 10 days training program at MODEST INFRASTRUCTURE LTD., through which I gained the knowledge of how a ship building industry functions. I have visited all the departments in the company and studied their functions.

B: Attended a workshop on MECHANICS WITH MATLAB conducted by Indian Society for Technical Education at Jyothi Engineering College, Cheruthuruthy, Kerala, India

Extra Curricular activities

- Represented the school basketball team in the Cluster level Championship during the years 2006 & 2008 held at Calicut & Palakkad respectively.
- Represented Calicut Cluster basketball team in the Regional level Championship held at Guntur in Andhra Pradesh in 2006
- Represented Palakkad Cluster basketball team in the Regional level Championship held at Ernakulam, Kerala in 2007.

Personal Experience

Age & Date of Birth	:	25, December 10, 1990
Father's Name	:	Chandran K Nair
Sex & Marital Status	:	Male, Single
Nationality & Passport No	:	Indian, J7721525
Languages Proficiency	:	English, Hindi & Malayalam
Driving License	:	Indian Union, Kerala state driving license (53/2804/2009)
Permanent Address	:	PrameelaNivas, Melattur (PO), Kerala, India-679326