

SIDDHARTH GOWTHAM V

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OBJECTIVE

To indulge myself in a challenging profession with which I should be self-satisfied and would be able to express my talents to the maximum leading to the sustainable mutual benefit and improvement

PROFILE

- Expertise in selling capital equipment's and material handling equipment's.
- Branch Handling & Dealer management.
- Good at negotiation and customer management.
- Well versed in fundamentals of Material handling equipment's.
- Good knowledge in working and maintenance of material handling equipment's.
- Highly skilled at creating and maintaining relations internally and with customers.

WORKING EXPERIENCE

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| ❖ Company Name | : HD HYUNDAI CONSTRUCTION EQUIPMENT INDIA PVT LTD |
| Designation | : Sales Manager (Material Handling Business) |
| Location | : Chennai - Tamilnadu |
| Duration | : From September 2021 to Present |

Responsibilities & Achievements:

- Achieving monthly / yearly targets set by HCEI to improve market presence in Chennai, Rest of Tamilnadu.
- Management of dealer sales and service activities as per company policies and guidelines.
- Key accounts handling of korean fleet customers
- Handling dealer partners & supporting them on techno commercial activities
- Sold India's first ever Hyundai 25Ton IC Heavy Diesel Trucks 6 Nos to L&T Constructions for their various projects
- Achieved sales target for FY-2022/2023/2024

❖ **Company Name** : **KION INDIA PRIVATE LIMITED**
Designation : Deputy Manager Sales (**LINDE** Material Handling India)
Duration : From October 2018 to September 2021

Responsibilities & Achievements:

- Achieving monthly / yearly targets set by KION to improve market presence in Coimbatore, Kerala & South Tamil Nadu.
- Management of dealer sales and service activities as per company policies and guidelines.
- Independently handling BO & concluding sales deals and completing the order acquisition process.
- Developing more project cases Include Cold Store / Foundry / Special applications
- Application Study, preparing Costing Sheet & Submission of Techno-commercial offers
- Supporting dealer sales technical discussion & Closing commercial activities
- Sold More Cold Storage Application WHE ,Foundry Applications Trucks
- Sold India's 1stever Linde 16 Ton Special Foundry Application IC Forklift to BRADKEN India,Coimbatore
- Sold Linde IC Forklift Trucks in Brick Chamber Industries

❖ **Company Name** : **JOST'S ENGINEERING COMPANY LTD**
Designation : Senior Sales Engineer - Coimbatore
Duration : From October 2016 to October 2018
Profile : Handling Sales in Material Handling Equipment – Electric Stackers , Battery/Diesel Operated Forklifts, Battery Pallet Trucks , Reach Trucks ,Storage Racking Systems, Scissor Lifts ,Platform Trucks, Tow Trucks etc.,

❖ **Company Name** : **VANJAX SALES PVT.LTD**
Designation : Sales Engineer -Coimbatore
Duration : From October 2013 to October 2016
Profile : Handling Sales in Material Handling Equipment ,Garage Servicing Equipment, Airport Ground Support Equipment Hydraulically Operated Tools, Devices ,Equipment & Machines, Rentals-Aerial Access Platforms/Telescopic Boom Lifts/Articulated Boom Lifts /Scissor Lifts

❖ **Company Name** : **NITHIN TECHNO CARE (BAKA-MHE Dealer)**
Designation : Sales Engineer - Coimbatore
Duration : May 2012 to September 2013
Profile : Handling Sales in BAKA (Material Handling Equipment), STAKALL (Cage bins & Pallets), PHOENIX MECANO (Aluminum Profile Systems),DYNAFLUX (AC, DC & PMDC Motors), MAXIMAA (Racking Systems), ATLAS COPCO (Air Tools) & BANNER(Sensors)

ACADEMIC CHRONICLE

- **B.E in ECE (2007-2010) – First Class 65%** , Coimbatore Institute of Engineering and Technology, Coimbatore (Anna University, Chennai)
- **DIPLOMA in ECE (2004-2007) – First Class 86.75 %** ,Rudharaveni Muthusamy Polytechnic College , Udumalpet (Department of Technical Education)
- **SSLC (2003-2004) – First Class 72.55%** ,Rajalakshmi Genguswamy Matric.Hr.Sec.School, Udumalpet (Matriculation)

PERSONALITY HIGHLIGHTS / TECHNICAL SKILLS

- Good co-ordination and co-operation with the team
- Confidence on facing the assigned task
- Ability to work under pressure
- Possess good communication/Inter-personal skills
- Well-founded fundamentals
- Failure Analysis / Negotiation / Dealership Management

PERSONAL PROFILE

Spouse Name : S.Abinaya
Date of Birth : 16-03-1988
Gender : Male
Marital Status : Married
Nationality : Indian
Languages Known : English, Tamil and Telugu
Hobbies : Long Travelling, Surfing, Playing Cricket

DECLARATION

I declare that the above facts given by me are true to the best of my knowledge and belief.

Place: Chennai
Date: 16-10-2024

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(V.Siddharth Gowtham)

