

**SABARIGIRI RANGANATHAN**

Mobile: +91 9751947190

E-mail:sabarimech321@gmail.com

**CAREER OBJECTIVE**

I seek a challenging, growth oriented position in an organization. Prove my competency, by ever upgrading and using my Knowledge & Experience for the betterment of my organization.

**ACADEMIC QUALIFICATION**

- I have completed my bachelor of Mechanical Engineering in ASL Paul College of Engineering & Technology with 60%.
- I have completed my Higher Secondary in Palani Gounder Higher Secondary School with 63%.
- I have completed my SSLC in Tmt.Rukmaniammal Higher Secondary School with 71%.

**WORK EXPERIENCE**

- Company Name : **SCHNEIDER ELECTRIC**,  
Designation : Quality Inspector  
Year of Experience : July 2016 to July 2017
- Company Name : **SAFETY SHIELD**,  
Designation : Business Development Executive  
Year of Experience : Aug 2017 to Nov 2023
- Company Name : **CEASEFIRE INDUSTRIES PVT. LTD.**  
Designation : SR. Fire Safety Specialist - Sales  
Year of Experience : Dec 2023 to Jun 2024

**ROLES & RESPONSIBILITY**

- Identifying business opportunities by generating leads and building relationships with clients for company growth
- Understanding the needs of clients and providing the right solutions that help them through effective presentations
- Analyzing and researching new trends in the market relevant to the company
- Attending networking events to source and pitch to potential clients and promoting products or services of the company that helps them
- Knowing the company's vision and mission
- Knowing the product to create demos for customers and move the sales cycle forward
- Understanding client requirements and feedback
- Implementing effective business and sales strategies by working closely with sales and marketing teams, and reporting to senior management
- Documenting sales contracts that comply with legal requirements
- Following up on sales inquiries
- Mentoring and training entry-level sales professionals in the company and helping them manage Key Result Areas (KRAs)
- Tracking the performance of sales and business decisions and meeting targets
- Managing administrative duties, including updating data on Customer Relationship Management (CRM) software, or using email marketing tools
- Identifying weaknesses and strengths of the company

**PERSONAL DETAILS**

Date of Birth : Nov 06, 1993

Gender : Male

Marital Status : Married

Language known : English, Tamil, Hindi

Father's Name : Mr. M.Ranganathan

Permanent Address : Tower 15, 6D, Vijayashanthi Lotus Pond Apartments

Rajiv Gandhi salai, Kelembakkam, Chennai -

603103

**DECLARATION**

I hereby declare that all the above given information are true to the best of my Knowledge.

Yours faithfully,

Sabarigiri Ranganathan

**Place:** Chennai

**Date:**