

# HARIHARAN VEERAMANI

## SALES ASSOCIATE

### PROFESSIONAL SUMMARY

Proficient and highly knowledgeable Sales Associate with Engineering background and four year track record of sales success. Motivated professional excelled at delivering quality service while exceeding revenue benchmarks on a consistent basis.

### EDUCATION

**2012-2015**      **SRM University, Chennai India**  
B.Tech in Civil Engineering

### PROFESSIONAL EXPERIENCE

**Jan 2020 – April 2020**      **Loyal General Contracting, Abu Dhabi UAE**  
**Sales Engineer – Container Offices (4 month contract)**

- Making technical presentations and demonstrating how the product meet the client needs, and providing them pre-sales technical assistance and product education.

**Aug 2019 – Dec 2019**      **Byju's The Learning App, Coimbatore India**  
**Business Development Associate**

- I will filter out high potential deals by analyzing business strategies, opportunity requirements, prerequisites, financials and internal priorities.
- I will design the best negotiating strategies by considering the risks and rewards, and keeping in mind the counter-parties preferences & goals.
- I will constantly keep upgrading your business development techniques, and help in enhancing the company's knowledge base by participating in training and educational initiatives.
- As the face of the organization, I will also help in building the brand of the company in the industry, vendor and customer community.

**Apr 2018 – Aug 2019**      **Decathlon Sports India, Chennai India**  
**Sport Leader**

- I build my Local Sports Project (LSP/ commercial policy) to make my sport accessible to as many as sport users in my catchment
- I interact with like-minded sport users and customers with the objective of satisfy or satisfy user.
- I will be responsible for piloting, budgeting and PnL for my sport (Margin, Shrinkage)
- I will guarantee the result of my economic performance with right forecasting and analysis of the results.
- I am accountable for merchandising and stock of my sport territory.
- Cash management includes cashiering with POS system operations.

**Apr 2017 - Jan 2018**      **EASA Saleh Al Gurg (MAC Al Gurg), Dubai UAE**  
**Internship – Sanitary Wares Sales**

- Identifying the projects offering potential for the products and updating the project list on a monthly basis.
- Preparing sales quotations in line with the company pricing policy and the environment of the project.
- Updating the forecast on a monthly basis for ensuring that inventories and capacities are adequate.

**Jun 2015 – Dec 2016**      **Vels Building Materials Pvt Ltd, Chennai India**  
**Sales Engineer – Hollow Blocks**

- Understanding client needs and offering solutions and support.
- Presenting and delivering information to potential clients.
- Answering potential client questions and follow-up call questions.
- Conducting market research to identify selling possibilities and evaluate customer needs.



### CONTACT DETAILS

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+91-9176535053

### PERSONAL DETAILS

Nationality: Indian  
Date of Birth: 10/Feb/1994  
Driving license: India  
Notice Period: Immediate  
Relocation: Yes- Anywhere  
Current location: Dubai UAE  
Visa Status: Residence Visa UAE  
(Cancelled)

### LANGUAGES

**English:** Fluent  
**Tamil:** Native  
**Hindi:** Beginner  
**Malayalam:** Beginner

### PROFESSIONAL SKILLS

MS Office  
POS  
Sales Management  
Relationship Building  
User Interaction  
Influence Others  
Executing Events  
Quotations  
Budgeting  
Merchandising  
Cash Management  
Sales Forecasting

### SPORTS/ACHIEVEMENT

Professional Volleyball Player  
Represented TN State Volleyball team  
Badminton player  
Volunteer of TNSVA  
Volunteered Dubai Sport Council Event  
Open Event Organizer of Volleyball &  
Badminton  
Sport workshop with School