



Vineeth R

Hassan, No 572 near Dysp police station, Hasi karaga mantapa road Hebbagodi Bengaluru 560099
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Accomplished and goal driven Executive offering more than 10 years of extensive experience in Operations, Production, Sales and Marketing, Purchase and vendor development. a keen analyst, highly skilled in market forecasting, quick to identify & formulate strategies to exploit business opportunities, skilled in managing teams to work in sync with corporate set parameters & motivating them for achieving business and individual goals , keen communicator with problem solving and negotiation abilities, solutions approach while driving business growth and profitability .Diplomatic leader and analytical thinker able to inspire and cultivate productive working relationships with employees and partners



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OBJECTIVE

Multi-faceted, efficient, and reliable administrative professional with 10+ years of experience supporting executives, sales personnel, and managers to improve internal operations for small businesses.

EXPERIENCE

SALES MANAGER

22/08/2022 -

ACE CREATIVE LEARNING PVT LTD

Analyze the applications of prospective students based on standard admission policies.

Interview students to understand their objectives and background.

Provide clarifications to student's queries in a professional manner.

Follow-up with students for any inquiries through direct meetings, live chat, phone calls and emails.

Advise students about the programs offered, admission procedure, eligibility and costs involved.

Review all the students' applications and refer the students to financial services personnel if required.

Inform students about the courses offered and the tuition fees.

SKILLS

SALES

60%

TEAM BUILDING

80%

CONFLICT RESOLUTION

80%

MANPOWER HANDLING

80%

PROJECTS

ERECTION AND COMMISSION OF CRANES

Handled erection and commission of Cranes alone, and handling a team members of 8-10, giving basic safety training for the team. The projects under my supervision are as follows Toyota Kirloskar group, Areva India, APL Apollo Tubes Sudesh Group, MTR India, GEA Weatfalia, Makino India, BFW, TATA GROUP Dharwad. Mungi Brothers Zaheerabad and many more.

Arrange orientation programs, educational workshops and graduation programs for students

Provide support to prepare admission related presentations and to host student receptions.

Develop innovative communication strategies, recruitment strategies and enrollment plans in coordination with senior management to attract and enroll more students.

Participate in all recruitment events, open houses, school fairs, information sessions, exhibitions, school visits and off-campus events.

Maintain a database of student information, telephone logs and student feedbacks in order to generate student reports for management whenever required.

Provide support to the Senior Admission Counselor when needed.

OPERATIONS INCHARGE

NOV 2013 - MARCH 2020

JUNIPER LIFE SCIENCES PVT LTD

Life Sciences as Operations In charge

Day to day planning & execution of various works

Handling various tasks like Purchase, Receipt, Issue, Storage and Dispatch

Managing storage system for easy identification of materials

Coordinating with Purchase & other concerned Department

Maintain records of Returnable & Non-Returnable materials

Managed shipments and sales orders

Contribute to continuous improvement activities

Undertake personal continuous training and

development

Keep some item under adequate temperature control place

Co-Ordination with New vendors

Materials safety stocking and housekeeping

Materials physical stock Verification

Find out Non-moving and surplus items in stores

Physical Verification of Stocks every month on random basis

Taking care of whole Supply chain management from placing the order to delivery if the product

Handling the material stock right from indent to receiving the stock from Principal company

PRODUCTION TRAINEE ENGINEER

DEC 2011 - NOV 2013

FESTO CONRTROLS PVT LTD

Plan and coordinate production engineering processes on daily basis to produce high quality products.

Develop process improvements to effectively utilize equipment and materials to maximize production.

Develop operational strategies to achieve production and financial objectives.

Identify unsafe operations and practices and report the same to Manager immediately.

Establish safety procedures and environmental regulations for employees.

Provide engineering support for production and maintenance activities to ensure maximum production.

Perform engineering analysis to reduce downtime and outages.

Evaluate current production activities and make

recommendations for improvements.

Implement cost reduction initiatives while maintaining high quality standards.

Develop operating instructions and equipment specifications for production activities.

Provides training and guidance to team members to accomplish production goals.

Stay current with product specifications, engineering technology and production processes.

Develop best practices to improve production capacity, quality and reliability.

Investigate problems, analyze root causes and derive resolutions.

Aid in budget preparation and monitor expenses and profitability.

SITE ENGINEER

JULY 2010 - NOV 2011

BHARATHI TECHNO SERVICES

Managing parts of construction projects

Overseeing building work

Undertaking surveys

Setting out sites

Checking technical designs and drawings to ensure that they are followed correctly

Supervising contracted staff

Ensuring project packages meet agreed specifications, budgets and/or timescales

Liaising with clients, subcontractors and other professional staff, especially quantity surveyors and the overall project manager

Providing technical advice and solving problems on site

Preparing site reports and filling in other paperwork

Liaising with quantity surveyors about the ordering and the pricing of materials

Ensuring that health and safety and sustainability policies and legislation are adhered to.

EDUCATION

SSLC KSEEB

2001

SFS HIGH SCHOOL HEBBAGODI BENGALURU

69.60%

DIPLOMA IN MECHANICAL ENGINEERING

2006

SJ GOVT POLYTECHNIC DTE GOVT OF KARNATAKA

65.95%

BE MECHANICAL ENGINEERING BTLITM

2010

VTU BELAGAUM

62.58%

EMBA IN DAIRY MANAGEMENT XIMBS

2016

DISTANCE LEARNING COUNCIL OF INDIA

72%

REFERENCE

Vincent Mathew - "Juniper life sciences pvt ltd"

Managing director

9964142561

Suresh kumar nayak - "Kaveri group"

Marketing Manager

9844884587

Linga raje urs - "Weg industries"

Production head

9844985500

Anitha AH - "Ericsson Global"

Assistant Engineer

9964091049