



KIRUBHAKARAN S

ASSISTANT MANAGER

SALES & TECHNICAL SUPPORT

CONTACT

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EDUCATION

2007 - 2010

ANNA UNIVERSITY OF TECHNOLOGY,
COIMBATORE

- B.E. ELECTRONICS & COMMUNICATION ENGINEERING
- GPA - 72%

2004 - 2007

SRI RAGAVENDRA POLYTECHNIC
COLLEGE

- D.E.C.E.
- GPA - 78%

SKILLS

- Embedded systems
- Team working skills
- Organisational and Communication skills
- Customer service
- Solar PV installation layout
- Service team support
- Electronic surveillance and Maintenance
- Troubleshooting skills
- Test and measurement equipment technical support
- Sales and Marketing
- Test management tools

PROFESSIONAL SUMMARY

* Customer-focused professional with successful 14 years career in Electronic based sector. Dynamic successful applying sales and technical in busy business environment.

* Proactive and goal-oriented professional with excellent time management and problem-solving skills. Known for reliability and adaptability, with swift capacity to learn and apply new skills. Committed to leveraging these qualities to drive team success and contribute to organizational growth.

WORK EXPERIENCE

Integrated Services and Consultancy Pvt Ltd (ESA GROUP OF COMPANIES)

May 2024 - Present

Assistant Manager - Sales and Technical Support

- Offered hands-on assistance to customers, assessing needs, and maintaining current knowledge of consumer preferences.
- Generated repeat business through exceptional customer service.
- Conducted performance evaluations and provided constructive feedback to employees.
- Supervised day-to-day operations to meet performance, quality and service expectations.
- Set aggressive targets for employees to drive company success and strengthen motivation.
- Defined clear targets and objectives and communicated to other team members.

Embedded System Solutions Pvt Ltd (ESA GROUP OF COMPANIES)

Jul 2022 - Apr 2024

Assistant Manager - Sales & Technical Support

- Offered hands-on assistance to customers, assessing needs, and maintaining current knowledge of consumer preferences.
- Generated repeat business through exceptional customer service.
- Conducted performance evaluations and provided constructive feedback to employees.
- Maintained positive customer relations by addressing problems head-on and implementing successful corrective actions.

Loom Solar Pvt Ltd Coimbatore

Jan 2020 - Jul 2022

Area Sales Manager

- Responsible for managing the channel in the designated area and developing the business and the team
- Marking & submitting business proposals to channel partners
- Selection of relevant channel partners dealers and distributors
- Interface with commercial / back-end sales teams for solar project sales related matters/order processing

LANGUAGES

- English
- Tamil
- English

HOBBIES

- Music
- Sports
- Travelling

• **Mas Solar System Pvt Ltd, Coimbatore**

JAN 2018 - DEC 2019

Technical, Sales & Project Engineer

- Installed software and hardware upgrades
- Design and accurately calculated PV production for residential homes with system as large as 20 kW using cad tools
- Sales in solar project in companies, industry visit hot leads customers

• **Freelancer (Self Business)**

JAN 2013 - DEC 2017

Solar Project Engineer

- Take over subcontract project form TATA Power
- This project belongs to 'Pasumai veddu Thittam' which is planned by Tamilnadu Government
- Provided the solutions for installation and Maintenance certain duration period
- Performed sites visits to analyse and indentify solar potential constraints developed single lines, layouts, equipment specifications, cabling, Conduit and panel schedules.

• **Hashprompt Software Pvt Ltd, Erode**

AUG 2010 - DEC 2012

Sales & Purchase Engineer

- Take over subcontract project form TATA Power
- This project belongs to 'Pasumai veddu Thittam' which is planned by Tamilnadu Government
- Provided the solutions for installation and Maintenance certain duration period
- Performed sites visits to analyse and indentify solar potential constraints developed singlelines, layouts, equipment specifications, cabling, Conduit and panel schedules

• **R K Agency, Bhavani**

JAN 2000 - JAN 2004

Marketing Executive

- Marketing in FMCG Industry
- Collection and meterial supply in customer places

PROJECTS

- Design and implementation of industrial robot ARM Control system based on virtual instrumentation., This project complete operation of the robot. ARM'S actions are formulated in logic algorithm then translated into high level language programs using visual C and virtual instrumentation graphics programming languages known as operate the robot ARM actions from the PC.

PERSONAL INFORMATION

- Date of Birth : 20/07/1983
- Father's Name : G, Sundar Rajan
- Marital Status : Married

CERTIFICATIONS

- Certified 'BEST EMPLOYEE AWARD' in Sales and Purchase Engineer, Hashprompt Software Pvt Ltd. - 2012