

# Nagarajan. M

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## CAREER OBJECTIVE:

To work in a company that prioritizes both individual growth and organizational success. Seeking a role where I can apply my knowledge and skills effectively while contributing to the company's progress. I have a proven track record of exceeding targets, managing teams, and delivering exceptional customer service. I aim to leverage my expertise to drive growth and success in a reputable organization.

## EXPERIENCES: SIVA NEXA (P) LTD (present- 2025)

### Maruti Suzuki Nexa – Sales Trainer & Sales Development Manager

- ❖ Conducting sales process (SOP) audits
- ❖ Monitoring and tracking manpower performance
- ❖ Conducting monthly product training, demo talks, and test drives
- ❖ Assessing sales performance

## TATA MOTORS LMT ( 2022-2025)

### Sales Trainer & Corporate Trainer – Centum Learning

- ❖ Conducting CXM process audits
- ❖ Providing monthly product and sales assessments

## ANNAMALAIS TOYOTA PVT LMT (2017-2022)

### Kaizen Coordinator

- ❖ Over five years of experience in the automobile industry at Annamalais Toyota, Dindigul
- ❖ Worked as a **Kaizen Coordinator, Service Operator & Head Management Staff**
- ❖ Provided training on Standard Operating Procedures (SOP) and process improvements
- ❖ Delivered **Environmental Management System (EMS) training**
- ❖ Conducted **safety and fire training**

## ALFA INTERNATIONAL PROJECT AND TRAINING CENTRE (2014-2017)

- ❖ Alfa International Project & Training Centre (2014 – 2017)
- ❖ Branch In-Charge & Co-Administrator
- ❖ Managed technical training and administration for students from various branches and colleges

- ❖ Led projects, including the Automated Rubber Tapping Machine, which won 2nd prize at the National Innovation Conference in Delhi
- ❖ has won 2<sup>nd</sup> prize in National level Innovation Conference held in Delhi.
- ❖ A committed character with over 5 years of rich work experiences across the automobile industry in ANAAMALAIS TOYATO in DINDUGAL.
- ❖ KAIZEN CO-ORDINATOR/OPERATOR & Head management staff processing excellent administrative & verbal communication.
- ❖ provided training on both SOP(Standard Operation Procedure) and process training given to everyone.
- ❖ EMS(Environment Management System) training given to everyone.
- ❖ Safety and fire training to everyone.

## **Education**

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- ❖ Diploma in Mechanical Engineering Madurai 2012 – 2014

## **Extra-Curricular Activities**

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- ❖ Award 2017 CONSECUTIVE BEST KAIZEN PERFORMER KAIZEN at ANAAMALAIS TOYOTA, group franchise of TOYOTA KIRLOSKAR MOTOR PVT LTD.
- ❖ In which AUTOMATED RUBBER TAPPING MACHINE is a notable innovation which has won 2nd prize in National level Innovation Conference held in Delhi.
- ❖ TATA MOTORS CERTIFIED TRAINER

## **SOFTWARE SKILLS**

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- ❖ Auto CAD Designing software
- ❖ Solid work Designing software
- ❖ MS office word.
- ❖ MS excel and ppt presentation.

