

# Natarajan

No:85 New Nehru Nagar Thiyagarajanagar Palyamkottai Tirunelveli  
nrv.nat09@gmail.com | 8667882800 | DoB: 09/04/1991

Dedicated Automotive Engineer with 15 years of experience in supply and demand. Seeking to leverage my expertise in supply demand and service to drive innovation and efficiency. Committed to applying my knowledge of sales and service to develop cutting-edge solutions and contribute to the company's growth and success.

## Professional Experience

### Caars World

05/24 - 09/24

#### Retail Associate

Same as cars 24

### Cars24

12/22 - 04/24

#### Retail Associate

C2B

- Ensuring that all customers receive excellent service through direct salesmanship and prompt and courteous service.
- Cultivating successful relationships with customers and car dealers.
- Assisting customers with questions & needs.
- Completing each transaction in a quick and efficient manner.
- Identifying customer/dealer requirements and assisting them with sale/purchase decisions.
- Making sure that paperwork is completed efficiently.

### Spinny

06/21 - 11/22

#### Supply Tele Closure

Sales and Business → Sales / Business Development

- Responsible for negotiating with customers post car inspection and converting them into deliveries
- Meet weekly and monthly delivery (and token) targets
- Be customer champion by ensuring superb experience with company.
- Closing deals with customers post hub office visit
- Quoting prices & negotiating upon the deals of car
- Managing payments
- Maintain detailed reporting
- Consult customers on cars, pricing, and market dynamics around the cars
- Be customer champion by ensuring superb experience with company.

### Own Business

01/16 - 06/21

### United Engineering Projects LLC

08/14 - 08/15

#### E&I Crew Lead

Working within the Maintenance Team and reporting into the E&I Technician to undertake a range of duties in order to safely maintain Terminal assets to a high standard and all applicable regulations and company procedures.

- Repair and maintain cameras and kiln scanners.

- Lubricate motors properly.
- Align motors.
- Inspect, PM and maintain generators.
- Inspect, PM, calibrate and maintain Pfister and other feeders.
- Inspect, PM and maintain MCCs and Transformers.

**Aura Motors**  
**Sales Executive**

**09/11 - 03/14**

Meeting sales goals, the motivation for sales, selling to customer needs, financial skills, documentation skills, scheduling, telephone skills, listening, verbal communication, customer focus, job.

Processing payment for products or service may maintain customer preference records.

Assisting the customer in selecting products/services, answer questions and check for stock and availability.

Attending special training on products/services to understand the product features, trends, or styles of the products/services.

Selling the organization's products/services to new or established customers typically via walk-in business.

Developing the buyers by maintaining rapport with previous customers and suggesting trade-ins.

Greeting drop-ins, responding to inquiries, recommending sales campaigns and promotions.

Qualifying the buyers by understanding buyers requirements and interests, matching requirements and interests to various models and building rapport.

- Understands automobiles by studying characteristics, capabilities, and features.
- Cultivates buyers by maintaining rapport with previous customers and suggesting trade-ins.
- Turns customers into buyers by matching them with their ideal car.
- Qualifies buyers by understanding their requirements and interests and matching these interests to various car models.
- Demonstrates vehicle features and takes customers on test drives.
- Demonstrates automobiles by explaining warranties and services.
- Closes sales by overcoming objections, asking for sales, negotiating prices, and completing sales and purchasing contracts.
- Provides sales management information by completing reports.
- Assists with the setup of the showroom and displays.
- Updates job knowledge by participating in educational opportunities and reading professional publications.
- Enhances dealership reputation by accepting ownership for accomplishing new and different requests.

**Upasana Engeneering Pvt Ltd**  
**CNC OPERATOR**

**08/10 - 07/11**

The CNC operator handles the computer numerical control machine. Maintaining, setting, and adjusting the machine are all part of the operator's daily tasks. This includes knowledge of the software and hardware of the machine.

- Responsibilities. Prepare and operate CNC machines to perform tasks such as drilling, grinding, milling etc. Understand specifications of the task at hand and the desired result by reading blueprints, mechanical drawings etc. Translate instructions into computer commands so the machines can perform the correct function.

Tig welder

- TIG welders are responsible for the fabrication and welding of sheet metal and casting engine components. comprised of stainless steel, Inconel, cobalt, and aluminum alloys. welding • Videoscope inspection for root side weld defects. aerospace Quality Standards.

## Education

**St.John's Higher secondary school Palyamkottai**  
**SSLC - 41%**

**04/05 - 04/06**

**MSP VELAYUDHANADAR LAKSHMITHAIAMMAL POLYTECHNIC COLLEGE PAVOORCHATRAM** **04/06 - 04/09**  
**Diplomo In Automobile Engineering - 86%**

## Languages Known

- Tamil Read write & Speak
- English Read write & speak

## Key Skills

- Active listening
- Communication skills
- Time management
- Product knowledge
- Problem solving
- Building relationships
- Objection handling

## Interests

- Writing
- Blogging
- Surfing through the internet
- Social media
- Baking