



E.DHANESH

CONTACT

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PERSONAL PROFILE

MBA graduate from a Top Premier Institute and offering 19+ years of exposure & seeking challenging assignments in Sales / Business Development

INDUSTRIES / PRODUCTS

Cement, G.G.B.S, Slag Sand, AAC Blocks, Dry mortar, Putties, Construction Chemicals (Water proofing, Sealants, Repairs, Protective coatings, Grouts) and Construction

SKILLS / COMPETENCIES

Project / B2B & Trade / B2CSales, Team Management, Negotiation, Communication, Innovativeness, Brand Promotions / Product Awareness

EXPERIENCE

Assistant General Manager Dec. 2013 to Till Date
JSW GROUP LTD, Chennai ;

Handling B2B & B2C ; Construction Chemicals (Additives, Plaster, Waterproofing, Floor Hardners) , Cement & G.G.B.S, Slag Sand ; Tamil Nadu, Pondicherry, Andaman & Kerala

Key Responsibilities : Sales & Marketing

- Supporting in the development of company's business across channel sales & project sales including the premium product.
- Managing sales and collection of product ranges across the assigned region
- Managing and motivating the team for their better deliverables

Key Achievements: Got top performer award. Outstanding rating for the three consecutive years, Got many govt. approvals and orders for major projects

Territory Sales Manager Feb. 2013 – Dec. 2013
ULTRATECH CEMENT LTD. Chennai ;

Handled B2B & B2C ; ACC Blocks, Dry mortars, Putties & Construction Chemicals (Tile Adhesive, Grouts, Waterproofing & Plasters) ;

- Actively identifying and networking with prospective clients generating business from existing accounts & new accounts
- Providing direction, motivation & training to the Sales & Technical Team for ensuring optimum performance and to achieve targeted volume.

Key Achievements : Appointed Non-Ultratech Dealers & New applicators

Specification Engineer Apr. 2010 – Jan. 2013
FOSROC CHEMICALS INDIA PVT. LTD. Chennai;

Handled Construction Chemicals ; Tamil Nadu & Kerala

Key Responsibilities : Specification and Business Development

- Meeting Architects, Consultant, Government Departments and Influencers to specify the right product to their requirements.
- Actively liaison with Marketing and Sales; to gain awareness on new products, systems, applications, marketing ideas, generation of new leads and watchful of competitors' products & performance.

Key Achievements :

- First person to specify & supply new high end water proofing system in India for a major project and done specification for major projects across the region

Done MBA at University of Bradford during the break of my career

IT SKILLS

MS Office (MS- Word, Excel & PowerPoint), Salesforce, SAP, MS Project, SAP, STRAP & AutoCAD

CERTIFICATION

Done Diploma in Information System & Management

MEMBERSHIPS

- ★ Toastmasters Club
- ★ Public Speaking Network Group (PSNG) in MDIS
- ★ Human Capital Network Group (HCNG) in MDIS
- ★ Indian Concrete Institute
- ★ Institute of Researches
- ★ Natures' Club

PAPER PRESENTATIONS / PUBLICATIONS

- ★ 'Uses of Geo Synthetics' at I.R.T.T. Erode
- ★ 'Sustainable Development' at V.L.B. Janakiammal College of Engineering
- ★ 'Cracks & Leakages' at SRIT, Coimbatore
- ★ Influence of bottom ash as fine aggregates in GGBS Geopolymer concrete
- ★ Using of Industrial By-Products in making Sustainable Concrete

LANGUAGE COMPETENCIES

Tamil, English & Hindi

Date of Birth: 27/05/1980

References: Available on Request

Assistant Construction Manager

Jan. 2006- Mar. 2008

LARSEN & TOUBRO LTD., Bangalore

Key Responsibilities : Quality Assurance & Client Co-ordination

- To check and ensure that the work done is as per Project Specification, Method Statement and as per approved shop drawings.
- Responsible for Client relations & to provide detailed information about the possible solutions during handing over of the buildings.

Key Achievements : Ensured Nil NCR during the course of project and rated Excellent performance during the annual appraisal.

Sales Engr.

June 2002- Dec. 2005

NANDHINI CONSTRUCTIONS, Erode

Key Responsibilities : Channel Sales & Project Sales ; Blocks

- Made the contacts into a contract, shown incremental sales & growth of the company business
- Negotiate / close deals and handle complaints /objections

Key Achievements : Won major project orders across the districts

EDUCATION

MBA 2009 ; University Of Bradford (Ranked 53rd in the World for MBA and AMBA) **Full Time** ; Obtained Merit and stood II Rank in the school

M.Tech Construction Eng. & Mgmt. (2017); SRM University, Chennai
Aggregate : 9.12 ; Obtained III Rank in the University(Part time)

B.E.(Civil Engineering) 2002 ; Kongu Engineering College Aggregate Percentage: 70.72%

ACCOLADES

- ★ Winner of the **1st Prize in Quiz Competition** at National Level Technical Symposium at V.L.B Janakiammal Engineering college, Coimbatore.
- ★ Recipient of the **1st & 2nd Prizes in Skit Competition** conducted in the college events.
- ★ Won the **2nd & 3rd Prizes in Quiz & Slogan Competition respectively** organized during the 'Quality Week Celebration' at Larsen &Toubro Ltd., Bangalore
- ★ Was awarded the **3rd Prize in Slogan Competition** organized during the 'Safety Month Celebration' at Larsen &Toubro Ltd., Bangalore
- ★ Won **Best Performer Award** for Spec Selling for High End Products in the Year 2012 while working with Fosroc Chemicals India Pvt. Ltd
- ★ Won **Best Team Performance Award** and **Outstanding Performance** for the two consecutive years in JSW Cement Ltd.
- ★ Selected for **Accelerated Leadership Program** for the Y2017-18 in JSW Cement Ltd.
- ★ Won **Leadership Excellence Award** from Institute of Researchers
- ★ Won **Research Excellence Award** from ASKM innovations