

P. TAMILSELVAM
M.Sc., Chemistry

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SUMMARY:

- University Rank holder in M.Sc.
- Focused Marketing Manager with exceptional planning and implementation capabilities.
- Outstanding leadership abilities.
- Assess and identify new opportunities for growth in current and prospective markets
- Regular Market Analysis, Presentation and Documentation activities
- Experienced in setting-up a complete R&D Lab facility for a pioneering business
- Familiar with compliance with safety and regulatory environments
- Extensive knowledge of and experience in Marketing strategy, product development and working in accordance with ISO
- **5 Days training in MSME regarding Industrial Fire and safety management- Faculty : Mr.Pillai (Former Occupier for NLC, Neyveli)**

SCHOLASTIC RECORD:

QUALIFYING EXAM	INSTITUTION	UNIVERSITY / BOARD	SCORE	YEAR OF PASSING
M.Sc. (Chemistry)	VELS College of Science	University of Madras - Chennai	69% <i>University Rank Holder</i>	2009
PG Diploma (Petroleum Refinery & Petrochemicals)	Anna University		Grade D	2009
B.Sc. (Chemistry)	Kandasamy Kandars College	Periyar University - Salem	56 %	2006

WORK EXPERIENCE:

❖ **Manager –Marketing & Business development, Sree Murugan Paints Company - Sep 2017 - Present,**

- Collaborated with business development, marketing, and product departments on the creation of competitive concept proposals.
- Developed new service offerings based on detailed and documented insights of market and client needs.
- Managed and maintained a structured analysis of target markets, clients, and documentation in the CRM system.
- Built and maintained relationships with key contacts at potential clients, consulting companies and partners in order to get access to new opportunities.
- Ensure that the company has the adequate and suitable resources to complete its activities (e.g. people, material, equipment etc.)
- Developing business management and marketing goals and objectives that tend to growth and prosperity
- Regular maintain Key accounts with customers
- Enhanced organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments. Developing business management goals and objectives that tend to growth and prosperity

❖ **Senior Executive Safety & QA -- Pure Chemical Co., Chennai, India - May 2013 – Aug 2017,**

Major Activity: Maintain all safety aspects, Fire hydrant, PPE's, Fire extinguisher and other safety checks.

Regular Health and safety training class for all workers, Staff and other company persons.

Create safety awareness (PPE, Chemical compact-ability, emergency situation, First aid, mock drill, MSDS, Trem card, Some electrical hazard) for workers, CL, Truck and Tanker drivers.

Security as safety aspects. Fire training (Fire hydrant, First aid fire extinguisher), Complete plant visit for safety deviation identify, Investigation for Near miss, Incident and short out the near to avoid incident and/or accident. MIS for all report. Power point presentation for MRM. Visit other branches for safety audit and safety training to same team). Mock drill with some emergencies scenario. Check unsafe act and unsafe condition.

Support: Assign job for Junior Chemist / Trainees, Co-ordinate outsourced tests in all respects, Maintenance of lab equipments / instruments, Calibration of Instruments as per schedule.

Maintain Factory act as per safety aspects (Form 15, 25, 25B, Time card, 26, 26A, PW, **safety committee record, mock drill record**, stamping, **building stability certificate**, Factory inspection records)

Incoming material QC check, and despatch material QC check as per ASTM and ISO standard procedure, customer complaint visit.

❖ **R & D Executive -- Harita NTI Ltd., Chennai, India -- March 2010- April 2013.**

Responsibilities include:

Performing chemistry assays based on new and existing methodologies, developing, establishing and validating analytical testing methodology used to control raw material, product intermediates and final products, writing technical reports to document analytical methods and transferring document analytical methods to the Head of the department.

Assign job for Junior Chemist / Trainees, Co-ordinate outsourced tests in all respects, Maintenance of lab equipments / instruments, Calibration of Instruments as per schedule, ISO, TQM, EMS Paper presentation & Exhibition activities and work with solid waste management (Plant toxicity, compost, biodegradation process)

❖ **Chemist -- Madras Fluorine Pvt. Ltd., Chennai, India -- May 2009-Feb 2010.**

Responsibilities include:

Tested physical and chemical characteristic of Fluorine based inorganic chemicals,

Developed and validated analytical test procedures

Performed test method transfer

Operating analytical instrumentation such as Flame photometry, Spectrophotometer, KF Titrator, Titration

Maintenance of lab equipments / instruments, Calibration of Instruments as per schedule, ISO, TQM, Paper presentation & Exhibition activities

❖ **Junior Chemist April -- Sri Devi Oils Pvt. Ltd., Namakkal TN, India June 2005 – March 2007**

Carry out lab test such as assay, fatty acid content

QC checks for raw material and finished good

Write protocols and lab reports documenting the work accomplished

COMPUTER SKILL:

SAP User – PP, MM, Purchase modules

Proficient with Office 2007

CAPABILITY:

Developed team work, Communication skills, time management/prioritizing skills, competitive character, highly disciplined work ethic, and performance excellence

SEMINARS / EXHIBITION PARTICIPATION:

- Participated as Exhibitor for bio-degradable plastic awareness creation exhibition – Feb 2012
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- Participated as Exhibitor in Science City for Bio Plastic awareness creation exhibition – Feb 2011
- Contributed to the Success Of Public Awareness Programme On The Theme Of Global Warming organised by The Directorate Of Collegiate Education in industrial trade fair 2009

- ♦ Participated in The National Seminar On Modern Trends In Applied Biology And Chemistry February 2009
- ♦ Participated Mélange 2008- National Level Industry And Academia Meet Held On February 2008

PERSONAL INFORMATION:

Father Name	V. Paramasamy
Mother name	P. Palaniammal
DOB	25 – July – 1983
Residence	+91-9442782364
Gender	Male
Nationality	Indian
Linguistic Skills	English, Tamil (Speak, Read & Write)
Communication address	1/66, Cenniyampalaym, Perunkurichi(post), P.Velur(taluk), Namakkal (dist), Tamil Nadu

Present Remuneration:

References: Available upon request