

Subramania Raja G

Highly motivated, self-driven individual with 6+years of experience in day-to-day Business Operations. Managing day-to-day operations effectively with team building, cost-effective and operational improvements. Skilled in streamlining operations and improving throughput through continuous process improvement.



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7530021921



Sattur, India

SKILLS

Operations Management

Supply Chain Management

Logistics Management

Warehouse Operations

Inventory Management

Inbound Logistics

Outbound Logistics

Time Management

Team Management

Manpower Handling

WORK EXPERIENCE

Associate Business Development Sree Daksha Property Developers

October 2022 - March 2023

Coimbatore

Responsibilities:

- Using leads generated by the marketing team
- Managing client query on phone
- Converting tele conversation into personal meeting
- Taking prospects for site visits, answering all relevant queries in the process
- Followup after site visits and ensuring deal closure

Founder & CEO at Own Business Oorvi Bags

December 2017 – April 2022,

Sattur

Responsibilities:

- Listing our Products in Instagram.
- Identifying Potential Clients through Instagram.
- Advertising our products in social media.
- Sending our product catalogue to new clients.
- Creating brand awareness through social media.
- Generating Sales lead and sending samples to new clients.
- Closing the deals.

Property Consultant Asteco Golden Hut Properties

September 2016 – April 2017,

Dubai

Responsibilities:

- Listing of good properties.
- Advertising to promote the property of sale or rent.
- Established positive flow communication with agents and clients.
- Generated leads for sale and rental properties through cold calls and referrals.
- Coordinated appointments to show tenants and buyers prospective homes.
- Negotiated contracts with buyers and sellers.
- Reviewed and executed confidential documents, contracts and disclosure.
- Follow up on all paper work.
- Gather feedback from customers to share with internal teams.

Junior Service Engineer TIG Manufacturing Arabia Ltd

August 2012 – December 2013,

Jubail

Responsibilities:

- Receiving, testing and identifying valves for troubleshooting before overhauling.
- Maintenance of control valves, manual valves, calibration and troubleshooting of valves.
- Tested valves and packaging cases according to company procedure

Performed field service and valve testing with computerized lift assists.

- Facilitated repair and testing of control valve and actuators to prevent malfunction and support longevity.
- Preparing and updating job status report according to company procedure.
- Handling client enquiries regarding the job status.
- Organizing project meeting and preparing project reports.

EDUCATION

MBA Operations Management and Marketing

VIT University

June 2014–May 2016,

Chennai

B.E Mechanical Engineering

PSNA College of Engineering

September 2007–May 2011,

Dindigul