

Berchmans. B

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Objective:

To add value to the organization by enhancing my business potentials for an effective and efficient performance leading to organizational and personal growth.

Education:

- **MBA (Marketing & HR) with 67% from St.Joseph's Institute Of Management of Trichy in April – 2011**
- **B.Sc (Plant Biology & Biotechnology) with 68% from St.Joseph's College, Trichy in 2009**
- **HSC (12th standard) with 60% from De Britto Hr.Sec.School, Devakottai in 2006**
- **S.S.L.C (10th standard) with 90% from De Britto Hr.Sec.School, Devakottai 2004**

Professional Experience:

- In Kansai Nerolac Paints Ltd as Territory Sales Supervisor (June 2011 -Dec' 2013)
- In Dalmia cement Bharat Ltd as Sales officer (Jan'2014- June 2014)
- In Laycowin organics and medicinal products as Sales executive (Jan'2015 – may 2019)

Teaching Experience:

- Working as a Assistant professor in Loyola College Mettala, Namakkal from June 2019 to till...

Roles & Responsibilities:

- Retail marketing & Dealers Management.
- Visual Merchandising
- Increasing Market Share by Developing New business
- Retail Audit & stock taking
- Achieving both Value and Volume Target.
- Promotional Activities

Additional Qualification:

- Working knowledge in MS office (Word, Excel and PowerPoint)
- Post Graduate Diploma in Computer Application (PGDCA)

Business Skill Summary:

- Negotiation skill
- Communication Skill
- Interpersonal Skill

Academic Project Executed :

Title	:	“Positioning Strategies of Vodafone Essar Ltd”
Duration	:	2 Months
Synopsis	:	A Study on Positioning Strategies of Vodafone Essar Ltd intuticorin
Certification	:	Completed “Ad film making training” at Don Bosco Institute of Information & Communication.

Internship:

“Vodafone Essar Limited” (Tuticorin & Tirunelveli) from May to June, 2010

Extra Curricular activities & Achievements:

- Served as “National Coordinator” in AICUF 2008-09 at St.Joseph’s College, Trichy.
- Attended Four days Seminar on “Human Rights” at Anand in Gujarat.
- Actively involved in **Event management**.
- Organized and led one week camp under the title “Women Empowerment” and “Child Education” for 3 villages Nanakkudi, Ariyamangalam, Kuppaiyanallur.

Personal Skills:

- Strong analytical, problem solving & organizational abilities; possess a flexible & detail oriented attitude.
- Competent people manager.
- Naturally gifted to comprehend, analyze and find solutions to problems.
- Eager to learn.
- Excellent at facilitating teams.
- High premium on hard work

Personal Details:

Father’s Name	:	Mr. Bilavendiran.V
Date of Birth	:	23-05-1989
Marital Status	:	Single
Nationality	:	Indian
Known Languages	:	English & Tamil
Permanent Address	:	Odakkarai, Anandur (PO) Sarugani (Via) Ramanathapuram district-623401 Tamilnadu India