

A. Anil Kumar
Tamil Nadu, Chennai - 100
INDIA
Mobile : (+91) 89394 64867
E-Mail : anilkumar.menon@gmail.com

NATIONALITY : **INDIAN**
GENDER : **Male**
DATE OF BIRTH : **5th June, 1973**
PASSPORT No. : **N 6738268 (Valid till: 10-02-2026)**
EDUCATION : **B.TECH in Electronics & Communication Engg.,**

CAREER OBJECTIVE

Challenging opportunity to exercise my experiences & combined multi disciplinary skills of Business Development & Project management in a dynamic environment to perform as a group or individually

CAREER PROFILE

With over "25 years spectrum of experience" in **SALES & PROJECT MANAGEMENT** in various segments such as **Office Technologies & Tele-Communication**, **Industrial Automation** (Online Coding, Packing Solutions, PLC & SCADA), **Electronic - Smart Integrated Building Solution** (Fire Safety, Security, Communication & BMS), **Broadcast Network System & Solutions** (TV / FM & AM Radio, TV Studio, Outdoor Broadcast Van, DSNG, Theater screen, drape & masking, Stage Lighting etc.), **MEP** (HVAC, Fire Fighting & Suppression, Process Piping etc.), **Pre Engineered Buildings** (PreFab Structures), and **Others** such as Solar Energy System, Micro irrigation (Sprinkler, Drip etc.), Pipes (HDPE/MDPE, GI, DI, MS, PVC) etc.. **In India, Sri Lanka, Maldives, Mauritius, Middle East, African Region**

CURRENT ASSIGNMENT

Association since JAN – 2019 : **M/s. RUPURT Group of Companies**
DESIGNATION :- Head Business Development & Projects Management
TERRITORY :- India, Sri Lanka & Maldives
COMPANY PROFILE : Young Company started in 2017, Key business line Smart Building Solution (Statured Cabling, IBMS Solutions, MEP works, Pre FAB Structures, other infra works etc..) on turnkey Contract basis
WORKING LOCATION : Chennai, Tamilnadu, India

PRIMARY FUNCTION & ADMINISTRATIVE INVOLVEMENT

Head Business Development & Projects: - Dual Job Responsibility

- **As Head Business Development**, my role would be to re-vitalize, strengthen and drive the Solutions Business by developing competent leaders to lead highly motivated teams who shall work towards meeting new challenges in the Infrastructure industry and surpass targeted Sales and Profitability by increasing the reach resulting in increased productivity.
- Make forays into emerging market segments and also consolidate business volumes by venturing into the Corporate, industrial sector including Government & Public sector and Institutional bodies of various status.
- To streamline and enhance the effectiveness of our internal support functions to meet the growing demands and achieve seamless relationships between internal & external customers.
- Gain and retain the confidence & trust of our valued clients by providing Quality products & services as also meeting critical deadlines for completion of projects.
- Maintaining consistency & enhancing average individual productivity in the team. Increase bankable revenue for the company, having a constant check on the overdue outstanding of the Company.
- Develop and establish good equation with various **MEP (Electrical, Plumbing, HVAC Etc) & Structural Consultants.., Architect, Interior Designers, Project Management Consultants, Contractors (EPCG, Elect, HVAC etc..), Promoters etc...**
- Facilitate Client, Consultant (MEP/EPCG/Industrial) & Contractors and Architect with information on emerging technologies (Products), the potential application on future projects and with back office support for designing a solution for various upcoming projects in my territory.
- **Special Project :-** Interact & Develop relationship with Department of Agriculture & Horticulture for various irrigation projects
- **Head Project Management:** “deliver the project on time, within budget and to specification by planning, securing & managing resources to bring about the successful completion of specific project goals & objectives
- Document the Project status accurately and communicate the right message to all project stake holders, of the project life cycle, which includes potential issues, schedule slips and deviations regularly
- Achieve the individual and the team's target by close liaison with the consultants, contractors, Architect, customers and Vendors externally and with the Execution, stores and accounts team internally

In a nutshell, my mission critical role is, to achieve & exceed management expectation and gain client's goodwill by ways of sharing & exercising the knowledge obtained, over years of experience

PREVIOUS ASSIGNMENTS

JAN 2015 – OCT 2018 : **M/s. HELIO ENGINEERING PVT LTD**
DESIGNATION :- G M Business Development
TERRITORY :- India, Middle East (& Iran) & African Region

COMPANY PROFILE : HEPL is over 25 years old company, rendering "Fire Protection Systems & MEP Solution in India & Overseas.

SEP -2008 – NOV 2014 : **M/s. MUSTAFA SULTAN SECURITY & COMMUNICATION SYSTEMS CO. LLC**
Sultanate of Oman & other Middle East Region

DESIGNATION :- Various Positions & Capacity
TERRITORY :- Oman, UAE & African Countries

COMPANY PROFILE : One of the leading & most trusted Business House in Sultanate of Oman with over 22 companies under it's banner (Mustafa Sultan Enterprises)

SEPT 2005 – JUNE 2008 : **M/s. JOHNSON CONTROLS (India) PVT. LTD.,**

DESIGNATION :- Manager - System Sales
TERRITORY :- South India & Sri Lanka

COMPANY PROFILE : JCI is a 100% subsidiary of U.S based Johnson Controls International, world's largest manufacturer & supplier of Fire Safety, Security (Access, CCTV) & Building Automation (Management) System and HVAC Solutions.

JUNE 2003 - AUG 2005 : **M/s. i-MATRIX TECHNOLOGIES LTD., (Ireland)**
Formerly DATS (India) Ltd.,

DESIGNATION :- Sales Manager - Projects
TERRITORY :- South India & Sri Lanka

COMPANY PROFILE : Merged (in 2008) with M/s. **SIEMENS BUILDING TECHNOLOGIES** involved in manufacturing, supply of Safety, Security & Building Automation System.

FEB 2000 - APRIL 2003 : **M/s. WILLETT INDIA PVT LTD. (U.K)**
(Now M/s. Videojet Technologies (I) Pvt Ltd)

DESIGNATION :- Regional Manager Sales
TERRITORY :-South India, Sri Lanka, Maldives

COMPANY PROFILE : Willett India Pvt. Ltd. Is fully owned subsidiary of the US based **Danaher Inc Corporation** (Fortune 100). Willett, the world's leading Single Source Supplier of Product identification & System business (Coding, Marking & Labeling).

DEC 1995 - DEC 1999 : **M/s. GLOBAL TELE SYSTEMS LTD**
DESIGNATION :- Channel & Major Account Management
TERRITORY :- Tamilnadu & Pondicherry

COMPANY PROFILE : Leading supplier of telecommunication solution in India (Samsung Fax & Key Tele-Phone Systems, Nortel High-end EPABX Systems and Ericsson, Motorola & Siemens Mobile Handsets & Accessories). India's first private internet service provider

AUG 1992 - NOV 1995 : **M/s. XEROX LTD (Formerly Modi Xerox Ltd)**
DESIGNATION :- Sr. Territory Manager, Named & Major Management
TERRITORY :- Tamilnadu & Pondicherry

COMPANY PROFILE : World Leader in Office Automation Technology

TRAINING PROGRAMMS

M/s. XEROX LTD : **Creating Sales Impact'** – Project dealt with key selling aspects having special emphasis on questioning Technique, funnel techniques, prospect validation and Closing skills.

Named Account Management : Corporate Product positioning & Negotiation skills

M/s. GLOBAL TELESYSTEM LTD : **Channel Management** - Project dealt with managing the Dealers with respect to primary and secondary sales, Product display techniques. Man, Money & Time Management

Major Account Management : Govt Tendering & Pre Bid techniques'
Internet & application : Effective internal E-Mail Application

M/s. WILLETT INDIA PVT LTD : **System Integration & its Application** Industrial Packing and Marking & Labeling System Product Coding & Identification System

INVENSYS INC : Supervisory Control and Data Acquisition
INVENSYS INC : Programmable Logic Controller

M/s. i-METREX TECHNOLOGIES LTD: **System Designing & Product Positioning**

NAF SIII & SIV : Gas Suppression System
HOCHIKI, MORLEY, SYSTEM SENSOR : Fire Products
EUROPLEX System : Access Control & CCTV
CYLON : Building Management Solution
Specking & Tendering : IBMS Solutions

M/s. JOHNSON CONTROLS P LTD : **Selling in a competitive environment in India**

PELCO : Product (CCTV System)
YORK : Plant Manager
METASYS : Door Access & BMS

M/s. MUSTAFA SULTAN – SECOM : **Product Positioning, System Designing and Project implementation**

ZITON & FIKE : Fire Safety System
FM 200 : Fire Protection System
SENSOR & STALER : Perimeter Protection System
TREND (HW) : Building Management System (Honeywell)
ACTRON : Counting System (People, Vehicles etc..)
HARRIS Broadcast Corp : TV AND FM & AM Radio NW System
J & C JOEL : Stage Screen
STAGE ELECTRIC UK : Stage Lighting

M/s. HELIO ENGINEERING PVT LTD: Fire Fighting & Suppression Solutions

HORIBA (Japan) : Scientific Process & Environmental
ROGER (Finland) : GPS Repeater
ATI (US) : Siren, Scramble & Crash Bell

PERSONAL DOSSIER

EDUCATION : B.Tech, in Electronics & Communication Engineering
Diploma in Electronic & Communication Engineering

MARITAL STATUS : Married

PERSONAL STRENGTHS

- Smart & Quick Learner,
- Good Communication, Presentation & relationship skills
- Ability to organize events, ability to establish and develop the organization
- Able to lead a team as well as work as a team member
- Ability to identify business opportunities & providing consultancy support and representing company interests at client sites
- Ability to acclimatize to the business requirement
- Whatever it takes" attitude and desire to make an impact

GENERAL INTEREST

Traveling & Cooking

LINGUISTIC SKILL

English : S / R / W
Hindi : S / R / W
Malayalam : S / R / W
Tamil : S / R / W
Punjabi : S

**learning Arabic