

VINUPRIYAN.S.P

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PROFILE

Experienced and self-motivated professional bringing forth multiple industry experience and a passion for management. Results oriented with a proven track record of working collaboratively with multiple clients to achieve goals. Experienced in both operations and business development also good in implementing strategies to incline the financial curves

EMPLOYMENT HISTORY

Head – Project Management

ASACO Private Limited, Hyderabad (December 2020 – Present)

- Served as a successful leader, promoting and achieving the yearly financial success.
- Provided optimal assistance to the managing director and handled variety of task.
- Created budgets and ensured the machine and material cost were decreased by 15%
- Created financial reports on completed projects, indicating advantageous results.
- Introduced and implemented ERP which created a transparency on in-house assets and financial leakage.
- Built a strong team on all the verticals and implemented modern techniques to achieve customer success.

Manager – Channel Partnerships & Business Operations

MRL Posnet Private Limited, Chennai (April 2016 – December 2019)

- Successfully managed 24 channel partners across the vertical
- Worked closely with 15+ startups and have been a part of their sale strategy.
- Provided strategical sales assistance to the channel partners CXO and their top management.
- Worked as a cross functional manager coordinating with the internal teams and solving the issues in time
- Have a built a team which generated a revenue from the idle customers.
- have wide knowledge in ERP implementation across the departments

Trainer – Customer Support

Mundio Mobile India Private Limited, Chennai (April 2013 - April 2016)

- Training new hires on product and process in Chennai & UK
- Assisting in recruitment, operations and maintain effective communication in the teams.
- Performance- communication metrics.
- Coaching Sessions for bottom quintile representative.
- Monitoring calls & provides feedback to ensure performance of the teams meet required criteria.
- Prepare monthly analysis to measure improvements & training needs during this period based on vintage & call scores.

Customer Support Representative

AEGIS Limited – Chennai (18 April 2012 – 22 February 2013)

Job Profile:

- Assisting customers about their complaints and issue.
- Promoted as a SME in 5 months from the date of joining the concern

SCHOLASTICS

- Bachelor of business administration – Madras university, Chennai
- Senior school certification – 2008, Velammal matric higher sec school, Chennai

PERSONAL DOSSIER

Date of Birth	02/09/1991
Contact	+91 8056202317
Languages known	English, Tamil, Telugu
Nationality	Indian