



Name: T P Nitin

KAM – Polycab India – Key Account Manager

Specialization: MARKETING

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9940835469

Bangalore, India

OBJECTIVE

Goal-oriented management student with a strong work ethic and determination. Seeking an opportunity with an esteemed organization, where I can utilize and enhance my skill set through real-time work experience and will ensure to bring notable achievements to the company. My overall goal is to broaden my views and develop the required skill set to put theory into practice and explore its subtleties.

EDUCATIONAL QUALIFICATION

Degree/ Certificate	Specialization	University/ Board	Year of Passing	Marks (%)
MBA	MARKETING	CHRIST UNIVERSITY	2022	68.29(avg.)
B.Tech	CIVIL ENGINEERING	KARUNYA UNIVERSITY	2019	66.70
12 th	COMPUTER SCIENCE	KERALA STATE BOARD	2015	76.00
10 th	-	CBSE	2013	84.00

WORK EXPERIENCE (Total Experience -2 year)

JJ Constructions

Designation - Site supervisor

Duration - 6 months

Key Responsibility Area - Evaluate CAD drawing to determine daily work activities. Conduct daily inspections for compliance and site safety

Polycab India

Designation - Key Account Manager (presently working)

Duration - From July of 2022 (Management Trainee)
- From Aug of 2023(Key Account Manager)

Day to Day activities

- Day to day activities include meeting high profile clients, understanding their requirements, co ordinating with our technical team to make cables tailor made to the customers specifications
- We also had interactions with our dealers whom which we close the deal since most of our customers operate on credit.
- Areas included all of south India for the first year , Karnataka & Kerala in the second year since company has appointed certain persons in Telangana & Tamil Nadu
- Over the course of 1.5 years, we have shot up the sales to around 18-fold increase.

Key Responsibility Area - Polycab has recently introduced special cables into the market, including silicon and EPR. I represent the corporation by marketing these cables in South India. We work with dealers across South India and do direct sales for major projects. Bangalore serves as the reporting office. Polycab is new to this specific type of cables.

SKILLS

- Business Relationship Management
- Market penetration
- Sales Strategy
- Conflict Resolution
- Strong written and verbal communication abilities to interact with stakeholders at all levels and successfully convey the brand message

INTERNSHIPS

S.No.	Name of the Organization	Brief Description	Duration (in months)
1.	Internship at confident group, 2017	I monitor construction and planning processes, looking for opportunities to enhance efficiency or reduce costs	1
2.	Competitor analysis for Quickr, 2020	Learned how companies improve their product by comparing it with its close competitors	1
3.	UltraTech Cement LTD,2021	Summer Internship was done under the topic “Brand building - Converting in-house (non-digital) content to BGK format modules”	1

4.	K2BOX ,2021	“Worked as a sales trainee for K2BOX fitness and nutrition solutions, helped them achieve required sales for their webinar”.	1
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PROJECTS

Master thesis project Research topic: Probing the factors that affect consumer’s willingness to switch from cable/DTH connection to OTT platform during Covid-19 pandemic.

UG Final year project: Improving the ductility of beam column joint using latex and crumb rubber as adhesives

CERTIFICATION PROGRAMS

- Waterproofing, Structural protection and general repairs of concrete structures – **Dr fixit – Pidilite Industries Ltd**
- Enrolled for - IIM V -Program in Business Analytics & Data Driven Decision Making
- Marketing in a digital world – Illinois Coursera
- Excel Skills for Business: Essentials
- Business analysis and data driven decision making – IIM - V

TECHNICAL SKILLS

- MS Office
- AutoCAD
- Tableau

INTERESTS

- Playing Keyboard.
- Football.

PERSONAL DETAILS

Date of Birth : 24/04/1997
Gender : Male
Language Known : English, Hindi, Malayalam, Tamil, Kannada
Marital Status : Unmarried
Permanent Address: 19/884, Thekkumthala House,
Thuthiyoor,
CSEZ PO,
Ernakulam 682037,
Kerala

REFERENCES

S.No.	Name	Designation	Department	Organization	Contact
1.	Prof. Krishna Kishore	Assistant Professor	MBA	Christ University	+91 9448309361

DECLARATION

A handwritten signature in black ink, appearing to read 'Nitin', with a stylized flourish at the end.

TP NITIN

I hereby declare that the information furnished above is true to the best of my knowledge.

Place: Bangalore