

# GAUTHAM SUNDARALINGAM

109. 1/4, NEW CHETTY STREET,  
COLOMBO - 13, SRI LANKA.  
Mobile phone: (+94) 725683834

● E-mail: [rcgautham@gmail.com](mailto:rcgautham@gmail.com)

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## CAREER OBJECTIVE

I am a dedicated person who is hard working, self-motivated, consumed with high-energy and have a natural drive: an individual who is always thriving to meet challenges and seeing them through. An enthusiastic well organized fast learning individual is ready to trigger a responsible career in a dynamic organization. Organized and flexible with extremely productive time management skills, ability to deliver good pleasant service to the customers as well as attractive presentation and analytical skills together with ability to achieve targets in a pressurized environment supported by teamwork, Sales and Marketing experience can be put together to offer a profitable service

## PROFESSIONAL EXPERIENCE

### ABC Computers (Pvt) Ltd, Colombo (Position: Sales Manager – Corporate Sales)

*May '15 to Present*

- Planning and target setting for the agent sales team.
- Formulating sales strategies for different products and achieving targets.
- Recruitment and management of agency channel team members.
- Training, motivating and development of team members.
- Partner Contract Management.
- Engaging with Senior Management in top companies globally to maintain corporate relationships.
- Formulating sales strategies for different products and achieving targets.
- Creating value propositions to prospects to differentiate the organization from competitors.
- Understanding client's requirements and configuring and designing solutions to cater to their needs.
- Partner certification and skills development plan monitoring.
- Developing and introducing joint marketing campaigns and advertising.
- Funnel management and tracking.
- Technology Services Sales and Technology Services Consulting.

### Cenmetrix (Pvt) Ltd, Colombo (Position: Asst. Manager – Sales)

*May '13 to May'15*

- Providing fullest support and commitment in achieving monthly Team sales target.
- Use the sales process and deliver excellent service.
- Handle presentations, documents, proposals and managing the expectations of the customers with development team to create solutions.
- Work as part of a team and contribute to their success and minimize risk by following procedures.
- Use the sales process and deliver excellent service.
- Resolve/ Coordinate customer complaints effectively
- Monitor competitors offering, prices and sales.
- Market research, mapping and analysis

**ABS Information Systems (Pvt) Ltd, Colombo (Position: Senior Business Development Executive)**

*July '12 to April '13*

- Providing fullest support and commitment in achieving monthly sales target.
- Planning and market research for new opportunities.
- Branding the new products developed in-house.
- Initiate new business and maintain existing client relations.
- Ability to manage the relationship at various levels in the clients.
- Ensuring the maintenance of customer calls and follow up reports.
- Participating for exhibitions and other promotional activities organized by the company.

**EDUCATION**

- Certificate in Marketing – CIM
- Bachelor of Computer Application – BCA (2013) – Bishop Heber College, India
- Secondary Education (2009) – St. Johns Academy, India
- Primary Education (2006) – Royal College, Colombo 07

**EXTRA CURRICULAR ACTIVITIES**

**Bishop Heber College (Autonomous), India**

- Vice President of BCA Association (2011-2012).
- An active member of Consumer Club.
- Participated in Consumer Rights Rally and debates.

**St. John's Academy (Matriculation Higher Secondary School) India**

- Member and an active participant of the Social Science club (2007-2008)
- Member and an active participant of English Skit competitions (2007-2008)

**Royal College, Colombo**

- Vice-captain of the Rugby team (2002-2003)
- Player for the college Rugby team (2001-2003)
- Played for the House Soccer team (2002)
- Active participant and member of Tamil Dramatic Society.
- A good member of Tamil Literary Association.

## **SOFT SKILLS**

- Strong interpersonal skills with a good command of English
- Excellent team player and team leader
- Hard working, responsible and driven to take initiative

## **PERSONAL DETAILS**

|                        |   |                          |
|------------------------|---|--------------------------|
| Date of Birth          | : | 11th April 1990          |
| Sex                    | : | Male                     |
| Marital Status         | : | Single                   |
| Linguistic Proficiency | : | English, Sinhala & Tamil |

I hereby declare that the above particulars are correct and complete to the best of my knowledge and belief.

**GAUTHAM SUNDARALINGAM**