

# CURRICULUM VITAE

## **SUCHITH H.M**

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### CAREER OBJECTIVE:

To pursue a highly challenging and rewarding career in an organization which would  
Encourage me to perform to the best of my abilities and would also give me opportunities  
To enhance my knowledge and excel the same in my career.

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### WORK EXPERIENCE



**Proteck Machinery Pvt Ltd** - 08 July 2024 to till date – Asst. manager – sales.

#### Roles & Responsibilities:

- Promoting Tsugami machines in the market for better reach.
- Fulfilling existing accounts, obtaining new ones by following daily work schedule.
- Supporting sales teams with training and advice on diverse products with technical issues.
- Lead generation and qualifying prospect for further process.
- Forecasted market trends based on previous data to adjust campaigns and maximize sales.



**Otto Bilz (India) Pvt Ltd** - 3<sup>rd</sup> April 2019 to 05 July 2024 - Senior Engineer - Sales and  
Business development

#### Roles & Responsibilities:

- Managed trouble shooting strategies and assessment approaches for tooling solutions.
- Supported sales teams with training and advice on diverse products with technical issues.
- Working closely with dealers/channel partners to promote our product.
- Forecasted market trends based on previous data to adjust campaigns and maximize sales.
- Launch new products or services by creating a market plans and evaluating the product.
- Identifying need and execution of clients and working on activities like Seminar, Open House show customer meet exhibition and Presentation.

**Micromatic Machine Tools - 15 Jan 2015 to 31<sup>st</sup> Mar 2019 - Marketing and Business Dev. Engg**

**Roles & Responsibilities:**

- Consulted with customers on technical issues to achieve optimal solutions.
- Worked closely to design campaigns for machines, resulting in increasing market share by 20%
- Travelled to customer's locations to deliver onsite tasks and resolve problems with deployed technical solutions.
- Created presentations and wrote documents and customized marketing materials sharing technical details of products, technologies and solutions to increase product awareness.
- Collaborated closely with design, production, Engineering and project management to support end to end process.



**Abhiyant Systems - 04 Aug 14 to 05 Jan 15 - Marketing Engineer**

**Roles & Responsibilities:**

- Promoting the products by implementing sales strategies in the specific region.
- Submitting booking forecast and monthly highlights and CRM entries.
- Supported marketing research, metrics and requirement teams.
- Provided inputs for overall bookings forecasts for assigned accounts.



**Haat Incinerators India Pvt Ltd.- 01 Aug 2013 to 29 Jul 2014 - Business Development Engg**

- Meeting with existing customers and prospects to discuss business needs and recommended optimal solutions.
- Cold called leads and closed large number of new sales over several months.
- Documented customer interactions using sales force to capture data in processing systems.

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**AWARDS AND ACHIEVEMENTS**

- ❖ Consistent Best Marketing performer of south India for financial year 2016-17 and 17-18.
- ❖ Increasing market share of Ace micromatic group from 25% to 55% in Bangalore region for turning centres and 15% to 22% in milling centres.
- ❖ Successful in implementing Mercuri Goldman's theory to increase the business in specific located area.
- ❖ Booked highest no. of machine in Imtex 2019.
- ❖ Consistent employee of the month for 3 months in Otto Bilz India Pvt Ltd.
- ❖ Awarded consistent "Jobber Man" title for 3 financial years.

- ❖ Successfully conducting 2 simultaneous imtex and house shows.
- ❖ Increasing channel partner business by 20% in holder segment.
- ❖ Tie ups with OEMS in Bilz has been successfully accomplished.

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### **Educational Qualifications**

- ❖ B.E (IP&E) from Adichunchanagiri Institute of Technology in the year 2013 with 74%.
- ❖ PUC (12<sup>th</sup> PCMB) from Alva's PU College in the year 2009 with 67%.
- ❖ SSLC (10<sup>th</sup>) from Nuthan English High School in the year 2007 with 81%.

### **STRENGTHS**

- ❖ Positive approach to work for a successful carrier.
- ❖ Dicipline, Dedication and Determination are principles of achieving goals.
- ❖ Natural leader with exceeding my KPI's every year.
- ❖ Collaborative and always preferred working in groups.
- ❖ Flexible in accepting new things.
- ❖ Innovative in doing the activities.

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### **PERSONAL PROFILE:**

Name: **Suchith.H.M**

Father name: **Mahendrappa.H.K**

Mother name: **Hemavathi. D**

Spouse name: **Deepa K M**

Date of birth: **24<sup>th</sup> Mar 1992**

Hobbies: **Exploring new places, planting trees, cooking etc**

Languages known: **English, Hindi, Kannada & Telugu**

### **TRUTH DECLARATION:**

I hereby declare that the details furnished above are authentic and true to the best of my knowledge & belief. If selected, I undertake to abide by the rules and regulations of your esteemed organization.

### **PLACE AND DATE:**

PLACE: **BANGALORE.**

DATE:

**(SUCHITH H M)**