

Aadithyan Natarajan

Al Ramath 21-502, Remraam
Dubai.
United Arab Emirates

Contact: +971505714666
Email: naadithyan@gmail.com

Profile

DOB: 16th June 1990
Nationality: Indian
UAE driving License: Yes
Passport No: J9426052
Languages: English, Tamil (Read, Write and Speak), Hindi (Speak)

Education

B.Sc Multimedia ,Wiztoon Animation Academy, Bangalore, India.

12th grade- 62% , Parimalam Matriculation Higher secondary school, Tamil Nadu, India
10th grade - 79%, St.Joseph Matriculation Higher secondary school, Tamil Nadu, India

Experience

Sales Manager in Almoe Digital Solutions, Dubai

[From Dec 2018-present]

Handling Sales and key account management of major accounts of the company for Complete AV solutions majorly dealing with Digital Signage products, Projectors, Interactive screens, Led screens, Video walls, media players and audio systems.

Focused on Projects sales and distributions, Mostly working with the End users, System integrators and AV consultants handling major products like LG, Samsung NEC, Microsoft, Epson, Bose and Sony.

Project Executive in SignWorks, Dubai

[From June, 2017 - Nov-2018]

Handling sales and project execution for Digital signage, Video walls, Led screens, Interactive solutions, Static signages and graphics.

Executed Laperle digital signage in Al Habtoor City, worth AED 2.2 Million.

Successfully won many static signage projects and handling key accounts like Dubai opera house, Al-Habtoor Group, SwissGlobal, Sahara Centre, HLG and MAF.

Project Sales Executive and Senior Estimator in Joseph Groups Digital Signage Division, Dubai

[From Nov, 2013 - May 2017]

I started my career as a graphic and digital signage solution designer acquired technical skills in Digital signage and AV industry and extended my job role to procurement, project

estimation and project management. With excellent performance in technical field, got promoted Senior sales executive and won many major projects.

Graphic Design	Executed complete graphic designs for New York University Way Finding Applications. Touch Screen Application for Life Pharmacy. Flash Designs for Cravia.
Procurement	Have handled procurements on professional monitors, LED modules, touch overlays, media players, digital signage softwares, audio systems and accessories. Established strong International and Local supplier relationship for Digital Signage projects and AV projects creating a wider supplier base for the company.
Estimation	Designed Digital Signage and AV Solutions ,identified and quantified cost factors such as product cost, production time for the accessories and raw materials, equipment and labour expenses for 200+ projects. Successfully won 75+ cost effective projects and got promoted as a Senior Estimator developing project plans.
Project Sales	On behalf of the company, Estimated, bid and won projects worth \$2000000 such as Adnec, Address Boulevard, Sharjah Tourism and Commercial Bank of Dubai, Emirates Hospital, and contributed major role in purchase and project execution for its successful completion.

Freelancer, Bangalore, India

[From 2011-2013]

Assistant Cinematographer	Documentary of the journey of a pencil made at ' POINTEC Pens and Energy Pvt Ltd ' that was screened at national level conference for women's empowerment and rural women development
Product Photographer	Exclusive Product shoot on Building Materials of ' Monier Groups of Companies ' operating in more than 40 countries

Skills

Technical	Microsoft Office, Adobe Photoshop, Illustrator, Light box, Sound Forge, Premiere Pro, Scala, Navori, Qsign, Hardware configurations of media players and professional monitors
Functional	Leadership, Negotiation, Communication, Flexible and Team work

Fields of Interest Sales and Marketing, Estimation and Purchase (Business Development)

Hobbies & Activities Photography, fitness and Driving