

Akshay Rajendran

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Sales Development Representative

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[LinkedIn](#)

OVERVIEW

I'm a Passionate Sales Professional with a proven track record of achieving sales targets and cultivating enduring client relationships through a customer-centric approach.

SKILLS

Prospecting, Inside Sales, Product demonstration, CRM Management

EXPERIENCE

Kovai.co

April 2021 - Present

Sales Development Representative

- **Successfully closed over 170+ customers in US, APAC and EMEA regions, generating approximately \$800K+ in revenue through effective lead handling, expert demo sessions.**
- Actively listened to customer needs and provided tailored solutions with experience in handling complex sales cycles resulting in a 30% increase in customer satisfaction scores.
- Manage, mentor and coach a team of sales representatives, allocate leads based on their strengths and areas of expertise.
- Communicate customer feedback regularly to the Research and Development team for continuous product improvement.

BYJU'S

Jan 2020 - Nov 2020

Business Development Representative

Amazon

Aug2018 - Nov 2019

Customer Support
Specialist

EDUCATION

Dr. NGP Institute of Technology

2016-2018

Master of Computer Applications

SNR SONS College

2012-2016

Bachelor of Computer Science