

AVINASH .MP

**MANAYAM PARAMBIL HO.
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CAREER OBJECTIVE

To secure a promising, successful and challenging career in a reputed organization where my knowledge and skill can be effectively applied, enabling me to explore myself fully and realize my full potential.

EDUCATIONAL QUALIFICATION

Year	Course	University/ College	Percentage of Marks
2014-2016	MBA	BANGALORE UNIVERSITY,REVA ISM BANGALORE	65%
2011-2014	BBA (CA)	BHARATIYAR UNIVERSITY,DR.NGP ASC COIMBATORE	55%
2009-2011	12 th SCIENCE	KERALA STATE SYLABUS	63%
2008-2009	10 th	SSLC	75%

ACHIEVMENTS

- Received the Award of Recognition from Business Head Karnataka, Airtel.
- Represented a branch in international conference conducted by University of Western Australia at Pune.
- House captain in management workshop in college □ Active member in Co-ordination Committee(college)
- House captain in marketing exhibition in college 2012

EXPERIENCE

- Marketing and sales executive at Bharti Airtel in Corporate business,B2B Sales for 1 year and 6 months (Oct 2016-March 2018).
- Business development executive at Voip Office telecommunications in Corporate business, B2B Sales for 1 year (June 2018- June 2019).
- Business development executive at Core Tech Data Solutions in Corporate Sales B2B Sales for 2 years (Aug 5th 2019-Sept 30th 2021)
- Student Counsellor Sales & Operation at IDP Educations in Overseas Educations Applications Admissions & Visa Process – International recruitment, Australian team. (Feb 2022- Present)

KEY SKILLS

Sales software proficiency | Product knowledge | Active listening | Verbal communication | Setting goals | Time management | Organization | Strategic thinking | Demonstration skills | Team Management and Leadership | Business knowledge | Cold calling | Customer retention | Consulting | Scheduling | Public relations | Marketing | Networking | Researching | Project management | Data analysis | Customer relationship management | Sales pitch development

ROLES & RESPONSIBILITIES

- Researching the organizations to understand the market need and to identify new leads
- Researching the needs of other companies and understand about the decision-making authority
- Channel Sales: Meeting the channel partners for database of the market or territory
- Working with the channel leads and converting to business after follow-ups over the calls and direct meetings.
- Contacting potential clients via email or phone to establish the business relationship
- Attending conferences, meetings, events etc
- Planning and overseeing new market initiatives
- Preparing power point presentations about the company's ongoing services and solutions and the sales displays
- Developing quotes and proposals
- Develop sales goals and plan to achieve it
- Advising/counselling students regarding various universities, courses, admission requirements, entrance exams, and scholarships in the Australia for Indian students
- Generating leads through delivering presentation to college and high school students & participating in marketing campaigns
- Providing information on desired courses in the Australian information based on needs and aspirations
- Assisting telephonic counselling to the leads of all resources and inviting them to walk into the office for counselling
- Direct discussion with students and parents, identifying their needs, suggesting universities according to the courses and marketing the universities by providing the information.
- Submitting the applications & visa processing assistance, collecting and verifying documents.
- Effectively generated customer base in India and followed up with Clients' appointments to get possible business with them
- Actively converted leads from existing customers into business

LANGUAGES KNOWN

- English
- Malayalam
- Hindi
- Tamil

DECLARATION:

I, Avinash MP here by declare that the information furnished above is true to the best of my knowledge and belief &I have self-confidence

AVINASH. MP

