

Jeya Prakash

Coimbatore, Tamil Nadu 641026

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Detail-oriented team player with strong organizational skills. Ability to handle multiple projects simultaneously with a high degree of accuracy. To seek and maintain full-time position that offers professional challenges utilizing interpersonal skills, excellent time management and problem-solving skills. Organized and dependable candidate successful at managing multiple priorities with a positive attitude. Willingness to take on added responsibilities to meet team goals.

Personal Details

Date of Birth: 1994-09-24

Highest Career Level: 2-5 years experience

Industry: Banking & Finance, Business Operations, Customer Service, KPO, Research, Analytics, Marketing, Sales

Total years of experience: 4

Work Experience

Business Development Executive

BYJU's The Learning App - Coimbatore, Tamil Nadu

October 2021 to April 2023

- Identified business development challenges and customer concerns for proactive resolution.
- Met with customers to discuss and ascertain needs, tailor solutions and close deals.
- Increased sales with execution of full sales cycle processing from initial lead processing through conversion and closing.
- Met existing customers to review current services and expand sales opportunities.
- Monitored service after sale and implemented quick and effective problem resolutions.

Operation Executive

TNQ Technology PVT LTD - Coimbatore, Tamil Nadu

January 2020 to September 2021

- Strategically coordinated operations according to objectives and capabilities, effectively allocating resources to meet demands.
- Built and strengthened relationships across functional leadership areas to keep operational plans interconnected and effective.
- Applied excellent problem-solving, process development, and strategic implementation skills to lead and support all areas of operations.
- Drove team engagement to achieve aggressive company targets.

Sales & Disbursement Coordinator, Coimbatore Tamil Nadu

Kotak Mahindra Bank - Coimbatore, Tamil Nadu

May 2018 to December 2019

- Liased with customers, management, and sales team to better understand customer needs and recommend appropriate solutions.
- Kept detailed records of sales and customer information in updating database regularly to maintain topnotch service.
- Handled customer inquiries by staying up-to-date on market and industry trends and finding unique solutions to issues.

Education

Masters in Business Administration

Hindustan College of Arts and Science - Coimbatore, Tamil Nadu

March 2017

Bachelor in Computer Application

PSG College Of Arts and Science - Coimbatore, Tamil Nadu

July 2015

Skills / IT Skills

- Communication skills
- Computer skills
- Customer service
- Marketing
- Microsoft Excel
- Negotiation
- Sales
- Business development

Languages

- English - Expert
- Tamil - Expert

Online Profile

<http://www.linkedin.com/in/jeya-prakash-665597142>