

## RESUME

Name : Deepak Chandran.A  
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**Objective:** Dedicated and results-driven Business Development Associate with a proven track record of driving revenue growth and forging strong client relationships. Seeking an opportunity to leverage my skills and experience to contribute to the success of a dynamic organization.

### Professional Summary:

- Over 2 years of experience in business development and sales.
- Proficient in identifying and capitalizing on new business opportunities.
- Strong ability to build and maintain client relationships, ensuring long-term partnerships.
- Exceptional communication and negotiation skills.
- Highly organized and detail-oriented with a strategic mindset.

**Education:** Master's Degree in Business Administration in Bharathiyar school of management and entrepreneurship development, Bharathiyar University 2019.

### Professional Experience:

**Business Development Associate** at Engineers and Engineers in Coimbatore, Tamilnadu 2022-present.

- Conduct market research to identify potential clients and industry trends.
- Develop and implement business development strategies to expand the client base.
- Collaborate with cross-functional teams to create tailored solutions for clients.
- Build and maintain strong client relationships through regular communication and follow-ups.
- Meet and exceed monthly and quarterly sales targets, resulting in a 20% revenue increase.
- Prepare and deliver persuasive sales presentations to potential clients.
- Negotiate contracts and agreements to secure new business deals.
- Assist in the development of marketing materials and campaigns to attract new clients.

**Sales Representative** at Adhisakthi projects pvt ltd in Chennai, Tamilnadu 2021-2022

- Prospected and cold-called potential clients to generate leads.
- Conducted product demonstrations and presentations to educate clients on the company's offerings.

- Developed and maintained a sales pipeline to track leads and opportunities.
- Successfully closed 85% of leads, consistently exceeding monthly sales quotas.
- Provided exceptional customer service and support to existing clients.
- Collaborated with the marketing team to identify target markets and optimize marketing strategies.

**Intern, Business Development** at Jay Ushin Ltd Chennai, Tamilnadu 2019.

- Assisted the business development team in market research and analysis.
- Supported the preparation of sales materials, proposals, and reports.
- Conducted competitor analysis to identify market trends and opportunities.
- Assisted in the planning and execution of marketing events and trade shows.
- Participated in sales meetings and brainstorming sessions to develop new strategies.

**Skills:**

- Sales and Business Development
- Market Research and Analysis
- Client Relationship Management
- Negotiation and Contract Management
- Presentation and Communication
- Social media marketing and handling
- Microsoft Office Suite (Word, Excel, PowerPoint)