

RAGUL V

☎ Contact No: 7708740507

✉ Email Id: ragulvvv@gmail.com

LinkedIn: <https://www.linkedin.com/in/ragul-ar07>



CAREER OBJECTIVE

To leverage my strong background in management and Non-IT, I aspire to lead cross-functional teams in dynamic organizations. My goal is to drive innovation, optimize processes, and enhance business performance through the strategic application of technology solutions. By combining my leadership abilities with my technical expertise, and contribute to the continued growth and success of the company.

EDUCATIONAL QUALIFICATION

Master of Business Administration (MBA) VLB Janakiammal College of Arts and Science, Coimbatore (2023) 71%

Bachelor of Business Administration (BBA CA) VLB Janakiammal College of Arts and Science, Coimbatore (2021) 75%

EXPERIENCE

Fobes Skill Itech Pvt Ltd

Business Development Executive (July 2023 - Present)

- We are responsible for identifying new business opportunities and clients and we focus on generating revenue through partnerships.
- I often create and manage a pipeline of leads. We use various methods, including networking, cold calling, and online marketing, to find potential clients.
- Building and maintaining strong relationships with clients is vital. This includes understanding their needs, addressing concerns, and ensuring client satisfaction.
- We often report on daily update performance using data. This helps in evaluating the effectiveness of strategies and making data-driven decisions.
- My Major role in Business Development Executive is to explain our job nature and to how we provide our services to the Companies.
- We do first level Screening for candidates whether they are suitable for the role and then we schedule the interview with Recruiter.

- Gather feedback from clients and use it to improve our services, and process. Continuously adapt and refine the techniques and strategies.
- Negotiate terms and conditions of agreements with clients, ensuring they are mutually beneficial and profitable for the company and we need client's satisfaction.
- We ensure that client needs are met and work to strengthen loyalty, trust, and satisfaction.

BDE-Team Leader (September 2023 – Present)

- I am responsible for overseeing and guiding a group of individuals within the business development department. This includes setting performance goals, providing coaching and mentoring, and ensuring the team works cohesively.
- I often play a role in developing the overall business development strategy for their team and ensuring it aligns with the company's objectives.
- I help team members improve their skills through training and development programs. They identify areas where team members may need additional support and provide it.
- I often work closely with other departments, such as marketing, product development, and customer support, to ensure a coordinated effort in achieving business goals.
- Addressing challenges and obstacles that the team encounters is another important aspect. I need to find solutions and adapt strategies as needed.
- I work with senior management to develop and implement business development strategies that align with the company's goals and objectives.
- This might involve identifying new opportunities, target company segments, and revenue growth initiatives.
- Identify and address obstacles or challenges that the team encounters.
- Collaborate with team members to find solutions to problems. Escalate issues to higher management when necessary.
- Create a positive and motivated work environment that encourages teamwork and healthy competition.

PROJECT

PG (MBA)

Title: A study on attitude and decision making style of different consumer at modern retail outlets with special reference to Coimbatore city.

Duration: 6 Months

UG (BBA)

Title: A Study on Export Import and Documentation on Silk Material

Duration: 3 Months

SUMMER INTERNSHIP

PG (MBA)

Organization study at COWMA milk

29th June2022 to 21th July2022

LANGUAGE

- Tamil - (Native)
- English - (Conversational)
- Malayalam - (Beginner)

TRAITS

- Leadership Skill
- Decision Making Skill
- Problem Solving Skill
- Team Leading
- Creative Thinking

SOFT SKILLS

- MS Word
- MS Excel
- Power Point (Basic)

AREA OF INTREST

- Team Leader
- Recruiter
- Management
- Technical Work

WORKSHOP & TRAINING ATTENDED

- **Actively participated in 3 days Out Bound Training** – Module-1 “**Leadership Skill**” at Sky High Academy – Anakatti, Coimbatore as on 12th Oct 2022 to 14th Oct 2022
- **Attended one day workshop on SPSS** organized by MBA department as on 22nd Sep 2022
- **Attended one day workshop on Table etiquettes** organized by MBA and Catering department as on 2nd Sep 2022
- **Actively participated in 3 days Personality Development Program** organized by MBA department as on 10th Nov 2021
- **Conducted a Campus Drive** in Kongunadu Arts and Science College as a Recruiter for (GD & One to One) by Fobes Skill Itch Pvt Ltd.

PERSONAL DETAILS

Name : Ragul V
DOB : 05/12/1999
Gender : Male
Age : 23
Marital Status : Unmarried
Nationality : Indian

DECLARATION

I hereby declare that all the above mention details are correct to my knowledge.

Place: Coimbatore

Ragul V