

Shankari shanmugam

Business Development Executive

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Education

Bachelor Of Engineering

KgisI Institute of Techology, Coimbatore

2016 - 2020

CGPA : 68.9

Higher Secondary Education

Avila convent matriculation school, Coimbatore

2015 - 2016

Percentage: 77.8%

Employment

Business Development Executive

BCAD Global, Coimbatore

Jan 2023 - Present

- Research and identify potential leads through various channels, including online research, social media, and networking events
- Contacting prospective clients through a phone calls, virtual meetings and emailing.
- Building rapport with the prospects and providing sales opportunities to the company.
- Preparing proposals, quotes, and bids for potential clients.
- Presenting the services to potential clients by explaining the company credentials and convincing them of the value proposition.
- Negotiate contracts with the prospects on the price, lead time with respect to the given scope of the project.
- Gathering feedback from clients to understand their satisfaction and identify areas for improvement.
- Ensuring systematic follow-up with the prospect for a long time healthy industrial relationship.
- Ensuring that all payments are collected as per the company's payment terms.

Hardware Engineer

MOTO Control System, Coimbatore

Apr 2021 - Jan 2022

- Performing tests in hardware and software
- Troubleshooting and debugging performance issues
- Providing technical support for hardware issues

Web Development Trainee- Part Time

Freelancing, Madurai

Mar 2022 - Dec 2022

- Understanding the purpose of the project based upon its target audience.
- Writing quality contents on the site to meet people of mixed generation.
- Worked using HTML 5, CSS, JavaScript, Bootstrap 5.

Personal details

Date of birth

December 13, 1998

Gender

Female

Skills

Customer service

Market Research

Negotiation

Communication

Adaptability

MS-Office

MS-Powerpoint

Problem Solving

Programming Basics

Project Management

MS-Excel

Languages

English

Tamil

Final Year Project

Vehicle theft management system – Final Year project and have published it in IRJET (International Research Journal of Engineering and Technology)