

BDE

TREYBAL PETER

Objective

Goal-oriented Business Development Executive committed to creating trusting relationships with customers to generate leads and drive sales.

Creative and flexible professional with 2+ year of experience utilizing consultative sales methods to develop new business. Proficient with CRM and other Business Apps. Polished in creating new sales and outreach opportunities and deflecting objections.

May 2023 - Present

Inside Sales Engineer (Business Development) – *Hailstone Innovations Pvt Ltd.*

Primary:

- Assist outside sales team in executing and achieving their territory and market business plans.
- Resolve internal and external technical support requests or issues related to product selection, application, specification, installation, etc...
- Prepare basic takeoffs based on plan review and specifications; develop zone maps and accurate bill of materials.
- Commercial processes for quotation, receipt of order, order entry, shipment and delivery of order, and resolution of return requests and quality issues
- Extensive interaction with customers, partners and team via phone and email.
- Travel as needed with outside Sales Team to support presentation and trade show activities.
- Maintain expert level of product knowledge and application.
- Listen, understand and convey customer requirements.
- Travel to project sites to preform start-up, integration, and training services

Additional:

- Resolve customer issues or difficulties in a manner that is consistent with the company mission, values, and financial objectives.
- Maintain professional business relationships with target or assigned accounts.
- Provide status of ongoing projects and future projects.
- Identify and communicate customer's needs and sales opportunities to help future growth

Software & Skills: SAP ERP, Email Campaigns, Oracle NetSuite CRM, Chat App, Cold Calling and Logistics.

June 2021 – May 2023

BDE (US Shift) - FES Engineering Inc. (E- Commerce)

- Collaborated with business development, marketing, and product departments on the creation of competitive concept proposals.
- Developed new service offerings based on detailed and documented insights of market and client needs.
- Developed relationships with senior decision makers (incl. CEOs, CFOs, CMOs, or VPs) within potential clients.
- Developed and oversaw marketing functions to identify key marketing strategies for successful new customer acquisition and sales growth.
- Managed and maintained a structured analysis of target markets, clients, and documentation in the CRM system.
- Provided market intelligence and feedback to global and regional teams on the market, industry, and competitors' developments.
- Built and maintained relationships with key contacts at potential clients, consulting companies and partners in order to get access to new opportunities.

Software & Skills: Zoho CRM and Campaigns, HYS CRM, Cold Calling, Tawk.to Chat App, Sage BW.

March 2020 – May 2021.

US IT Recruiter - Stark Softech Inc.

- Regularly called candidates for updates on job search, interviews and skills. Maintained rapport with active candidates.
- Prescreened candidates through a detailed screening process; evaluated compatibility with job order's specific requirements, ensured candidate was a proper fit and was in contact with candidates 80% of the time via phone and emails.
- Edited and reformatted resumes as necessary, adding relevant key words and skills to increase candidates match with client positions.
- Recruited for IT positions for AT&T employer.
- Maintained active and pipeline candidates in Excel spreadsheets and SharePoint to contact for other possible opportunities.
- Responsible for pre-interview screening, acting as the liaison between hiring manager and candidate; sending compensation agreement, offer, interview, and acceptance or rejection.

Software & Skills: W2 – 1099 – C2C Tax Terms, Cold Calling, Monster and CB Portals, MS Office and VOIP.

March 2017 – May 2018

US IT Recruiter *Spezia IT Solutions Pvt Ltd.*

- Successfully recruiting consultants for various permanent/full time, contract positions on various IT Technologies
- Managed up to 15 requisitions a week (full time and contracts)
- Finding active and passive candidates using proactive sourcing methods, high touch direct sourcing and networking to find top candidates for current and future openings. Uses cold calling, data base mining blogs, internet/web searches, LinkedIn, employee referrals to generate candidate leads.
- Presenting fully screened qualified candidates to hiring managers in a timely manner.
- Recruited in all regions of the United States

Software & Skills: W2 – 1099 – C2C Tax Terms, Cold Calling, Monster and CB Portals, MS Office and VOIP.

Education

Chandy College of Engineering (May 2014)

B.E – Mechanical Engineering.

Skills

- Research & Development.
- Communication.
- Problem Solving.
- Team Management.

Language

LANGUAGE:

Tamil – C2 (Native), English – C1 (Advanced).

Contact

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