

Dhamodharan S

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Versatile business development associate highly effective generating leads. Developing pipelines and closing sales. Offering 6 years of identifying new revenue streams and potential clients to meet growth objective. Thrives on challenge and competition

Willing to relocate: Anywhere

Work Experience

Territory Sales Manager

Tangsys technology private limited - Bengaluru, Karnataka

March 2023 to Present

- swering client's questions in a professional manner. Establish positioning, identify target audiences, and develop marketing plans with specific objectives across different channels and segments.

Senior sales and marketing executive

Emerald jewel industry india ltd - Coimbatore, Tamil Nadu

March 2022 to March 2023

Clint handling

Tanishq jewellery (TITAN)

Reliance

E-COMMERCE

Business Development Associate

BYJUS - Coimbatore, Tamil Nadu

February 2021 to March 2022

Business Developement Associate

- Make telephone calls, regular-in person visit and presentation to customers.
- Order follow up and quote generation processes based on customer enquiries
- Focus on non-buying customers segment for revenue growth generation.
- Handled the customer complaints and resolved them with technological solutions wherever required.
- Prepared & submitted the present and forecast sales to the management on a timely basis and also using CRM TOOL

Business Development executive

SKM AUTO CARE & AGENCIES

March 2017 to February 2021

MARCH- 2017 to FEB -2021

- Establish, develop and maintain business relationship with customers in order to generate a new business chances.
- Secure orders from existing and prospective customers through well-structured sales process.
- Promotion of the company image as well as the product and service offering using available support tools and media.
- Engage in proactive up-selling, cross-selling and package deal for all the products.
- Support supervisor and other sales professionals in developing new market opportunities in the designated territory or market segments
- Take ownership of the relationship between customer and all departments.
- Researches sources for developing prospective customers and for information to determine their potential..

Education

Bachelor's in Mechanical Engineering

Anna University - Coimbatore, Tamil Nadu

June 2013 to June 2016

Skills

- Auto Cad
- Pro E
- CRM software (2 years)
- Microsoft Excel
- Sales (5 years)
- Marketing (5 years)
- Communication skills
- Business development
- Negotiation (5 years)

Languages

- Tamil - Fluent
- English - Intermediate
- Hindi - Intermediate