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Rajapalayam , India
626117

EDUCATION

12: Bio-Maths
Nadar higher secondary
school , Rajapalayam ,
April 2016

Bachelor Of Engineering :
Mechanical Engineering
Sri Ramakrishna
Engineering College ,
Coimbatore , May 2020

- Member of Instiution of Engineers
- Awarded MECH WIZ AWARD

LANGUAGES

English
Elementary (A2)

ANANDA ESWARAN A

PROFESSIONAL SUMMARY

To seek and maintain full-time position that offers professional challenges utilizing interpersonal skills, excellent time management and problem-solving skills.

WORK HISTORY

September 2020 - Current

BYJU's - The Learning APP - Business Development Executive,
Coimbatore , India

- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Translated customer needs into solution requirements using powerful value propositions and negotiation skills.
- Identified business development challenges and customer concerns for proactive resolution.

SKILLS

- Sales pipeline management
- Relationship building and rapport
- Relationship building and management
- Staff Management
- Excellent listening skills
- Customer satisfaction
- Business development and planning
- Strong sales proposal writer

CERTIFICATIONS

- Completed **Manager Development Programme** at BYJUS
- Received **Best Salesperson** award at Nov 2021