

Sudha Rani

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Summary

Experienced salesperson with 6 years in fast paced customer service and virtual sales. Skilled in exceeding sales goals and company's expectations.

CAREER OBJECTIVE

To work in an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

SKILLS

Sales (Business to Business), Lead Generation, Cold Calling, Outbound Calling, Client Relations.

Team Collaboration.

EXPERIENCE

Apr-2012 – Oct 2016 with Servo Pvt Ltd. as Customer Service Executive

Sep2016 - May 2019 with Teeneinstien Academy as Business Executive

Oct2019 –AUGUST 19TH 2022 with Hema's Pvt Ltd (CavinKare Group) as Sales officer

AUGUST 25 2022 –PRESENT ACADEMIC COUNSELLOR IN ENTRI APP

Responsibilities

- Cold calling clients in support of numerous customer accounts to sell insurance products.
- Outbound calling and following up for purchase of products and services.
- Made outbound calls to existing customers for repeat business.
- Generate leads through linkdIn, google and cold calling and successfully closed sales.
- Qualify and follow up with sales leads and callback.
- Informs customers about new services available.
- Contacts Customers to check the quality of services and provide them with necessary assistance if needed.

Education:

Examination	School/college	Board/ University	Year of Passing	%
B.Ed 2014	Hindi B.ed Chennai	MGR University	2020	86%
B.SC COMPUTER SCIENCE	Nagarjuna Degree Collage	S.V Universiy	2011	78%
Higher Secondary	New vikram junior collage	State Board	2007	89%
SSLC	Mother Theresa English medium school	State Board	2005	90%

(Sudha)

