

AJITHKUMAR N

SUMMARY

As a forward-thinking sales person with 5+ years of experience and over \$8Crore+ in different sales products, I know firsthand the importance of empathy and attentiveness in closing a deal. Seeking a sales role where I can continue to foster and hone these traits as I continue to grow within an accomplished sales organization like **BYJU'S(Edu-Tech)**.

EXPERIENCE

Senior Business Development Associate, 11/2022 - Current
Byju's - Coimbatore, TAMIL NADU

- Oversaw maintenance of client notes on internal CRM system to facilitate future strategies and key results.
- Managed escalated client enquiries with exceptional professionalism and enthusiasm to maintain trust and reliability.
- Researched prospective clients to develop and execute cold call lists.

Business Development Executive, 03/2022 - 10/2022
Byju's - Tirunelveli

- Used software, databases scripts and tools during phone calls to support positive communications.
- **Followed up** with customers to offer additional support and check resolution satisfaction.
- Prepared **reports and presentations** detailing business development activities and outlining new initiatives.

Business Development Manager, 07/2017 - 08/2020
Chennai Star Furniture - Coimbatore

- Created short-term and long-term goals for business team to achieve objectives.
- Produced quotes and proposals to provide value and benefits to prospective clients.

Marketing & Business Development Associate, 06/2016 - 06/2017
Chennai Star Furniture - Coimbatore

- Handled credit and debit card payment processing to complete purchasing experience.
- Executed complete sales cycle process, from prospecting through to contract negotiations and closing.

EDUCATION

M.SC (APPLIED PSYCHOLOGY) - 54%, 2021
Bharathiyar University - Coimbatore, TN
Co-organizer in TPSA TPAD OCT-10- 2020 & 21.

B.A ENGLISH Lit. - 61%, 2019
Government Arts College - Coimbatore, TN

HSC - 83%, 2016
St.Paul's Matric.Hr Sec School - Vellichandhai

SSLC - 98%, 2014
St.Paul's Matric.Hr Sec School - Vellichandhai
[BHARAT SCOUT - RAJYA PURASKAR AWARD]



CONTACT

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SKILLS

- Business planning and Development
- Sales pipeline management
- **Performance** tracking and evaluations
- Relationship building and management
- **Teamwork** skills
- **Sales** training & support
- Team building coordination
- Objection handling
- **Team leadership**
- Relationship development
- Sales strategies
- Knowledge of Google Sheet
- Knowledge of MS Office
- Team management

LANGUAGES

Tamil: C2
Proficient

English: C1
Advanced

INTEREST

- Business Ideas
- Reading Books
- Psychological counselling
- Carrom Board
- Program Organizing