

MADHUMITHA R

Project Management Executive

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SUMMARY

I am a dynamic and detail-oriented professional with strong experience in project management and sales initiatives across BFSI, accessibility services, and education sectors. My skills encompass planning, monitoring, and executing projects with an emphasis on efficiency, collaboration, and customer success. I excel in CRM management and aligning project outcomes with business goals in fast-paced environments

EXPERIENCE

Business Content Executive

Amnet ContentSource Pvt. Ltd

12/2024 Chennai, India

Business Content Executive (Sales & Project Coordination)

- Coordinated BFSI & accessibility projects across US, UK, and Europe
- Acted as liaison between sales, technical, and client teams, ensuring stakeholder alignment
- Managed CRM platforms (HubSpot, Apollo, Zoho, Lusha, SignalHire) for lead enrichment, pipeline tracking, and reporting
- Executed Apollo email campaigns & VoIP SIP outreach, improving engagement and conversion
- Provided project status reports & post-launch reviews, enabling continuous improvement
- Collaborated with technical leads to identify bottlenecks and recommend workflow optimizations

Freelance Educator & Client Relationship Manager

Space India

06/2024 - 11/2024 Onsite

Freelance Educator & Client Relationship Management

- Delivered educational sessions in physics, science, and astronomy
- Handled client relations, ensuring satisfaction and program success
- Coordinated schedules, maintained student records, and improved communication processes

EDUCATION

M.Sc. Physics - 80%

09/2022 - 06/2024

B.Sc. Physics - 81%

09/2019 - 06/2022

HSC - 76%

09/2017 - 06/2019

SSLC - 96%

09/2015 - 06/2017

STRENGTHS

Project Management

Detail-oriented and dynamic with a strong focus on project management and stakeholder engagement

CRM & Client Engagement

Proficient in managing CRM platforms to streamline pipelines, maintain accurate records, and optimize sales processes. Skilled in designing and executing targeted email campaigns to drive lead conversions. Strong experience in interacting with clients across the US, UK, and Europe, ensuring clear communication, relationship building, and customer success.

KEY ACHIEVEMENTS

Project Management

Successfully managed multiple accessibility and compliance sales projects, ensuring client satisfaction across international regions

CRM Optimization

Improved CRM data accuracy and pipeline efficiency, enhancing project execution and forecasting

Stakeholder Engagement

Recognized for clear communication & stakeholder management, building stronger client trust

Training and Education

Delivered impactful training & education programs for Space India

Client Relationship and Project Presentation

Experienced in managing client relationships and effectively presenting project proposals and solutions to stakeholders, ensuring alignment with business goals and client expectations.

SKILLS

Apollo	Asana	SignalHire
Email Marketing	HubSpot	
Mailchimp	Microsoft Project	
Microsoft Teams	Lusha	VOIP SIP
RocketReach	VOIP	Zoho CRM