

SREEVISHNU S THAMPI

PROFESSIONAL SUMMARY

Experienced business development professional looking for leadership position with increasing responsibility and room to contribute to company success. Solid record of achievement over five years in sales and marketing.



EXPERIENCE

Business development manager, 06/2021 - Current
CADBIM CENTRE - TRIVANDRUM, INDIA

- Setting goals and developing plans for business and revenue growth
- Researching, planning, and implementing new target market initiatives
- Researching prospective accounts in target markets
- Pursuing leads and moving them through the sales cycle.
- Created effective marketing, sales and promotional initiatives to drive revenue.

CHIEF MARKETING OFFICER, 01/2019 - 07/2022
KERALASPECIAL.IN - TRIVANDRUM, INDIA

- Oversee a company's overall advertising and sales strategy
- Directed development and implementation of business and product marketing campaigns.
- Handling official website
- Drive revenue by increasing sales through marketing activities including digital marketing
- Develop the structure of the business's marketing department
- Negotiate advertising contacts
- Approve marketing campaign ideas.

CONTACT

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LinkedIn:

<https://www.linkedin.com/in/sreevis hnusthampi>

CORE QUALIFICATIONS

- Sales and market development
- Digital marketing
- Cold calling
- Process improvement
- Business planning
- Lead generation
- Performance tracking and evaluations
- Strategic decision-making
- Relationship development
- Market and competitive analysis
- Marketing strategy development
- Market and competitor analysis

General manager, 12/2019 - 06/2021

SCORE ENGINEERING SERVICES

- Overseeing daily business operations
- Developing and implementing growth strategies
- Training low-level managers and staff
- Creating and managing budgets
- Improving revenue
- Hiring employees
- Evaluating performance and productivity
- Analyzing accounting and financial data
- Cadbim centre 26

BUSINESS DEVELOPMENT MANAGER, 11/2018 - 12/2019

SMEC AUTOMATION PVT LMTD

- Setting goals and developing plans for business and revenue growth
 - Researching, planning, and implementing new target market initiatives
 - Handling digital marketing, social media marketing, Initiating new digital technique to extract more genuine leads
 - Researching prospective accounts in target markets
 - Pursuing leads and moving them through the sales cycle
 - Keralaspecial
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EDUCATION

PROFESSIONAL DIPLOMA, oil and gas, 2018

Score QC - Kerala

- STED COUNCIL CERTIFICATE HOLDER
- TUV RHEINLAND CERTIFICATE HOLDER

B.Tech, Mechanical Engineering, 2018

JOHN COX CSI INSTITUTE OF TECHNOLOGY - Kerala

ACCOMPLISHMENTS

- Won first price for "CLAYOGAMI" conducted by ATOM at johncox csi Institute of technology
 - Participated in an event "BEST JOURNALIST" Conducted by marbasalious college
 - NDT ASNT LEVEL II certificate holder
 - TUV Rheinland German certificate holder
 - STED council certificate holder
 - First class for process piping and quality control engineering
 - Guined a certificate of scholarship presented by SIUC(South Kerala
 - Diocese)
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CERTIFICATIONS

- Certified E-Marketing analyst(CEA)
 - TUV Rheinland certificate holder
 - Chartered [CCRM]
 - Chartered [CONTENT MARKETING]
 - Chartered [BUSINESS AND INTERPERSONAL COMMUNICATION]
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 - Chartered [BUSINESS ADMINISTRATION]
 - Sted council certificate holder
 - ASNT LEVEL 2 certificate holder
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LANGUAGES

Malayalam, English: : First Language

Tamil: : B1

 Intermediate