

**NANDHINI DURAISAMY**  
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## **Professional Summary**

Experienced BE (ECE) candidate with 2.5 years of experience in online portal bidding (freelancer, guru, peopleperhour, go lance etc), Lead generation, Email campaign and Marketing, seeking opportunity in business development team with reputed organization.

- Expertise in online job portal bidding and Lead Generation with excellent presentation & documentation skills.
- Having enormous experience in Email Campaign and Email Marketing.
- Excellent team player, capable of leading and working across different clients.
- Excellent communicator with direct client interaction with both onshore and off shore Experience. Ability to leverage my business, technical and financial acumen with the Clients involved.

## **Experience Summary**

**Company Name: Navabrind IT Solutions**

**Duration : Bangalore from 2019 to present.**

**Role : Business Development Executive**

Job Description:

- Bidding in Online Job Portal such as Freelancer, Guru, Peopleperhour, Go lance etc...
- Lead Generation: Generating international leads based on the specific industry in the USA, UK, and EMEA.
- Researching : Researching client details
- Client follow-up

**Company Name: Bhemya Software Solutions Pvt Ltd**

**Duration : Chennai from 2018 to 2019.**

**Role : Senior Business Development Executive**

Job Description:

- Bidding in Online Job Portal such as Freelancer, Guru, Peopleperhour, Go lance etc...
- Lead Generation: Generating Leads in based on the specific industry from LinkedIn, Craigslist etc... in the US, UK, and Ireland.
- Email Campaign: Sending Emails to generated leads and put a follow-up to generate new business.
- Proposal and Presentation making for project.

**Company Name: OptiSol Business Solutions Pvt Ltd**

**Duration : Chennai from 2017 to 2018.**

**Role : Junior Business Development Executive**

Job Description:

Proposal sending through lancing website for IT web development projects and get a reply. Chat with the responding Client and Crack the Order with the help of seniors. These are my Role as a Business Development Executive.

- Quotation sending Get the Project requirement, get the required Document needed by the Developer, client follow up and Project Update Follow up.
- Generate leads in the United States, United Kingdom, and Ireland etc.
- Marketing through Zoho Email campaign and also manual email sending.

**Company Name: SMAC Today Technology Solutions**

**Duration : Chennai from 2016 to 2017.**

**Role : Business Developer**

#### Job Description:

- Proposal sending through lancing website for IT web development projects and get a reply. Chat with the responding Client and Crack the Order.
- Online Bidding in Freelancer job portal alone.
- Lead generation

#### Education

- Pursued Electronics and Communication Engineering graduation in Sri Krishna College of Engineering and Technology with an aggregate percentage of **82** in 2015.
- Pursued higher secondary school education in Bharathi Higher Secondary School, Namakkal with an aggregate percentage of **93** in 2011.
- Pursued SSLC in Anna-Nehru Matric Higher Secondary School, Namakkal with an aggregate percentage of **82** in 2009.

#### Personal Asset

- Flexibility
- Time Management
- Team Handler
- Smart Worker

#### Personal Information

- Date of Birth : 28<sup>th</sup> July 1993
- Marital Status : Unmarried
- Languages Known : English and Tamil

#### Declaration

I D. NANDHINI do hereby declare that all the details furnish above are true to the best of my Knowledge.

Date:

Place:

(D.NANDHINI)