

Arun Kumar M

Lead Generation / Business Development Professional

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EXPERIENCE

July 2017 -
Present

INDIUM SOFTWARE INC

Senior Executive, Business Development

- Generate New Revenue with new leads
- Scheduling Calls and F2F Meetings
- Documentations Works (i.e. NDA, SOW, WO, MSA)
- Create and submit RFIs, RFPs and Presentations
- Collaborate in Community to understand and build rapport with Gaming Professional (i.e. Discord, Facebook, twitter, Steam etc.,)
- SPOC between Client and Delivery Team
- Co-ordinate with Finance team regarding the invoices/ Payments

Accomplishments:

- Brave Heart of Indium - Q1 2018
- Creative Thinker – Q2 2018

May 2016 -
July 2017

KARYA TECHNOLOGIES INC

Executive – Business Development

- Market research, Lead Generation
- Run Email Campaign's
- Schedule Calls with CXO's, VP and Directors

Accomplishments:

- Star (Best) Performer of the month - September, November 2016, January, February and March 2017

EDUCATION

2019-2021

M.SC CYBER FORENSIC & INFORMATION SECURITY UNIVERSITY OF MADRAS

2013-2016

BACHELOR OF COMPUTER APPLICATION A.M JAIN COLLEGE

ABOUT ME

Experienced Salesperson with a proven record of achieving the target along with very good communicational and Lead Generation skills. Also has vast knowledge on various industries including Computer Games, Entertainment, ISV's, Hospitals & Healthcare, Banking, Retail, Insurance etc.,

PROFESSIONAL SKILLS

Lead Generation	* * * * *
Market Research	* * * * *
Business Develop.	* * * * *
Cold Calling	* * * *
Team Handling	* * *

PERSONAL SKILLS

Communication	* * * * *
Tech Competency	* * * * *
Work Ethics	* * * * *
Flexible	* * * *
Leadership	* * *

REFERENCES

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