



Arun D

Team Lead Business Development

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PROFESSIONAL SUMMARY

Dynamic and accomplished Business Development Leader with 8+ years of success in scaling revenue, nurturing client relationships, and managing cross-functional teams across global markets, including EMEA, APAC, and India. Recognized for spearheading inbound and outbound sales strategies, leading SDR teams, and driving consistent target achievements in SaaS, IT services, and B2B industries. Adept at delivering compelling product demos, executing strategic upselling initiatives, and building client-centric solutions. Passionate about team development, operational excellence, and sustainable growth.

WEBSITES, PORTFOLIOS, PROFILES

- <https://www.linkedin.com/in/arun-d-3b277975/>

EXPERIENCE

BUSINESS DEVELOPMENT TEAM LEAD *05/2024 to CURRENT*

Soft Suave Technologies | Chennai, Tamil Nadu

- Managing business development for the **EMEA region**, handling a team of 5 sales professionals.
- Leading **inbound and outbound sales** for IT services and staff augmentation.
- Providing **product training** to team members and supporting them in cold calling and closing deals.
- Regularly achieving and exceeding monthly targets through focused outreach and strategic planning.

ASSOCIATE MANAGER – SDR TEAM LEAD *08/2021 to 03/2024*

Vajro | Chennai, Tamil Nadu

- Headed the **SDR (Sales Development Representative) team** for APAC and India regions.
- Delivered **product training sessions**, enhanced outbound efforts, and ensured cold calling effectiveness.
- Played a pivotal role in consistent **target achievement** month-on-month.
- Contributed to team scaling and structured onboarding processes.

SENIOR CLIENT ACCOUNT MANAGER *08/2019 to 08/2021*

MyGate | Chennai, Tamil Nadu

- Core member of **Chennai's founding post-sales operations team**,

responsible for onboarding and client success.

- Delivered **product demos** to clients and served as the primary point of contact for all issue resolutions.
- Oversaw a team of **6 product trainers** who trained residential security guards and property managers.
- Played a critical role in **client retention**, driving **cross-selling** and **upselling** opportunities.
- Ensured seamless implementation and high client satisfaction throughout the customer lifecycle.

BUSINESS DEVELOPMENT EXECUTIVE

11/2017 to 04/2019

Agriya | Chennai, Tamil Nadu

- Handled **inbound leads globally**, qualifying and converting them based on customized product solutions.
- Demonstrated ready-made software products and also coordinated **custom development** based on client needs.
- Conducted live demos, suggested custom changes, and worked closely with tech teams to tailor solutions.

BUSINESS DEVELOPMENT OFFICER (CONTRACT)

01/2017 to 11/2017

CRISIL | Chennai, Tamil Nadu

- Worked closely with **banks** to identify leads – targeting businesses with loans above ₹5 crore.
- Contacted clients, collected documentation, and facilitated credit rating processes.
- Maintained strong relationships with bank officers and ensured compliance for rating requirements.

EDUCATION

MBA | Marketing & HR Management

01/2014 to 01/2016

SRM UNIVERSITY , Chennai, Tamil Nadu

BCom | Accounting & Finance

01/2011 to 01/2014

SRM UNIVERSITY, Chennai, Tamil Nadu

SKILLS

- Business Development (B2B/B2C)
- SDR Team Leadership
- Product Demos & Presentations
- Cross-Selling & Upselling
- Team Management & Training
- Custom Software Sales
- APAC & EMEA Sales
- Client Retention & Account Growth
- Inbound & Outbound Sales
- Staff Augmentation Sales
- Cold Calling & Lead Generation
- Client Retention

LANGUAGES

