

UDHAYAKUMAR SELVARAJ

Business Development Manager

PROFESSIONAL SUMMARY

Dynamic business development management professional with a proven track record of exceeding revenue objectives and driving sustainable growth. Eight years of experience in leading operations, complemented by expertise in client acquisition and contract negotiation, enhances strong networking and lead development skills. Exceptional interpersonal communication and relationship-building abilities foster collaboration and enhance team leadership effectiveness. Results-oriented and proactive, consistently achieving and surpassing sales targets while contributing to overall organizational success.

EXPERIENCE

Business Development Manager, 04/2024 to Current
Avow Solutions Inc - Chennai

- Generated new business with marketing initiatives and strategic plans.
- Reached out to potential customers via telephone, email, and in-person inquiries.
- Mentored junior team members in effective sales techniques, fostering a high-performance culture within the organization.
- Represented company and promoted products at conferences and industry events.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Increased client base by identifying new business opportunities and cultivating strong relationships with key decision makers.

Senior Business Development Executive, 04/2023 to 03/2024
Payoda - Chennai, India

- Responsible for data extraction and detail level research on the company targeted.
- Conducting extensive market research to analyze and assess market potential, tracking competitor activities for providing valuable inputs to fine-tune selling & marketing strategies.
- Responsibilities involve targeting assigned territory mainly US & India.
- Interacting with US & Indian clients CEOs, Presidents, VP's, Directors of Technology, IT Directors of the companies, Taking conference call appointment with the decision makers.
- Understanding companies profile and suggest and sell them the appropriate offering of the company.
- Working closely with presales and technical team to provide a appropriate solution & commercial as per the requirements.
- Diligently working with the prospect till the closure happens and hand over is completed

CONTACT

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SKILLS

- Prospective client outreach
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- Engaging sales presentations
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- Customer relationship management
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- Sales team management
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- Effective negotiation strategies
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- Demonstration expertise
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- CRM software proficiency
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- Team leadership
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PERSONAL DETAILS

Date of Birth: 19/06/1996
Marital Status: Single

SOFTWARE

- Zoho CRM
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Advanced
- Hubspot
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Advanced
- Dynamics 365
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Upper intermediate

- Increased client base by identifying potential opportunities and establishing new relationships with key decision makers.

Business Development Executive, 05/2022 to 03/2023
Kryptos Technologies Pvt Ltd. - Chennai, India

Freelance Business Consultant, 08/2020 to 05/2022
NVP Warranty - Scranton , United States of America
• Lead Generation Analyst / Power Bi Developer

Senior Associate, 08/2017 to 07/2020
eNoah iSolutions - Chennai, India

EDUCATION

Bachelor of Engineering, Computer Science , 01/2017
Karpaga Vinayaga College of Engg And Tech. - Chengalpattu

ACCOMPLISHMENTS

- Got Star of the month 5 times.
- Generated enough leads to make the sales personnel to be at the Top of the company.
- Converted and automated all the reports from excel to Microsoft Power Bi no matter the complication.
- Brought over 6 new engagements (1 long term & 5 short term) within the first few months of joining.

EDUCATION

other

LANGUAGES

Tamil
English
Hindi

Zoominfo

Advanced

Lusha

Advanced

Apollo.io

Advanced