

SOLAI ALAGUMURUGAN.M

BUSINESS DEVELOPMENT MANAGER

CONTACT

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Kamarajapuram
Madurai-625009

PROFILE

Dynamic and goal-oriented professional with hands-on experience in sales, business development, and customer relationship management across the banking and paint industries. Proven ability to generate leads, close sales, and manage both individual and business clients. Skilled in handling retail operations, promoting products, and delivering tailored solutions to meet client needs. Adept at driving revenue growth through strategic account acquisition and product promotion.

SKILLS

COMMUNICATION SKILLS
HIGHLY ADAPTABLE
MS POWERPOINT AND EXCEL
INTERPERSONAL SKILLS
COMMUNICATION
TEAM PLAYER

EDUCATION

2020 - 2022
M.B.A - H.R / MARKETING
THE AMERICAN COLLEGE

2016 - 2019
B.SC - COMPUTER SCIENCE
THIYAGARAJA COLLEGE OF
ARTS & SCIENCE

HSC (Computer Science)
V.H.N HIGHER SECONDARY
SCHOOL, MADURAI

SSLC
V.H.N HIGHER SECONDARY
SCHOOL, MADURAI

EXPERIENCE

IndusInd Bank

Business Development Manager (Aug 2024 – Present)

- Identified and prospected potential customers through networking, referrals, and cold calling
- Built strong client relationships to understand needs and recommend suitable banking products
- Drove revenue growth by acquiring new CASA and other banking products
- Delivered excellent customer service to ensure satisfaction and retention
- Consistently achieved sales targets and contributed to business development

Berger Paints

Sales Executive (Jan 2023 – Nov 2023)

- Managed a showroom and conducted product demonstrations
- Met with clients virtually and during sales visits
- Built customer relationships and initiated new business opportunities

Demand Generator (Nov 2023 – Mar 2024)

- Oversaw five retail stores and promoted product visibility
- Engaged with clients through virtual and in-person meetings
- Continued to drive sales and business growth through lead generation