Jeevitha G

SecureKloud Technologies

Chennai-India

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Phone no: +91 7339052212

Senior Business Development Executive

To work in a globally competitive environment on challenging assignments that shall yield the twin benefits of job satisfaction and steady-paced professional growth.

Qualification

Bachelor of **Engineering** (**Computer Science**) (**CGPA** – 6.4) 2018

Total Work Experience

Total Experience 04 Years 07 Months

PROFILE

Current Employer

SecureKloud Technologies: September'22 – Present

Senior Business development executive- Inside Sales with 8 months of experience in outbound sales on Cloud Technology across USA, APC and Europe regions to create a market for defined Cloud & Data Platform offerings and services, and to qualify and develop opportunities within those markets.

The role encompasses,

<u>Inside Sales</u>

- Touch Base with Inbound & Outbound leads
- Shaping Pipelines
- Upselling & Cross-selling
- Manipulating projects

<u>Expertise</u>

- Client Retention
- Project Closures
- Negotiation Skills
- Effective Communication and Vocabulary
- RFPs, Business Contracts and Proposals
- Crises Handling

<u>Technologies</u>

- AWS, Google, and Azure Cloud Services.

<u>Tools</u>

- Zoom Info
- Reply.io
- Hubspot
- LinkedIn Sales Navigator
- WPS Word/Pdf
- WPS PPT
- CRM
- Microsoft Teams
- Trello
- MS Excel

Roles and Responsibilities

- Create and execute key sales and business development initiatives to increase sales pipeline.
- Develops strategic business relationships with key decision makers including customer senior management.
- Run Email campaigns, source outbound leads, reaching out to the prospects through cold calling, messages and InMail's.
- Well organized and effective in the development and execution of business development planning.
- Identify areas of improvement for sales productivity.
- Engage with prospect organizations to position AWS, AZURE and GCP services through strategic value- based selling, business case definition, ROI analysis, references, and analyst data.
- Create and maintain a sales pipeline to hit and surpass goals within designated market sectors.
- Reporting on daily and weekly basis to the Director of Sales and Chief Business Officer.

Previous Employers

OSIZ Technologies: March'21 - August'22
Experience: 01 Years 05 Months

Senior Business Development Executive with 18 months of experience in Blockchain Technologies and in Freelancing portals responsible for acquiring projects for the organization and act as Business Analyst to follow up with the project development until the project is successfully developed, tested, and deployed on the live server.

The role encompasses,

Inside Sales

- Products presentation
- Touch Base with Inbound & Outbound leads

- Shaping Pipelines
- Deal Accomplishment
- Upselling & Cross-selling
- Manipulating projects

Expertise

- Client Retention
- Project Closures
- Negotiation Skills
- Effective Communication and Vocabulary
- RFPs, Business Contracts and Proposals
- Crises Handling
- Project Biddings on Freelancing Portals

Technologies

- Blockchain Technology and platforms like NFT, METAVERSE, DeFi, DAO, DEX, Dapp, Wallets, Crypto Exchanges, Token Creation, Web3, Crypto Gaming, Crypto Funding and more.

Tools

- WPS Word/Pdf
- WPS PPT
- CRM
- Meet & Zoom, Anydesk
- Tawk to
- MS Excel

The major part of the work is to bring in potentials clients and receive the requirement from the Inbound & Outbound clients through freelancing portals like Upwork and Freelancer to commit projects with a good value. Being incisive of the latest trending technologies and platforms in the Blockchain World.

Roles and responsibilities

- Responsible for getting projects from the inbound clients & freelancing portals based on Blockchain tech.

- Responsible to complete the individual target for the month and on behalf of the team.

- Preparing proposals based on the client requirements with a detailed explanation of the project committed.

- Proficient in handling clients & project disputes amid hardship.

- Closely working with the project development team to ensure the project is handed over at the right time.

- Participate regularly in Scrum meetings, Initiation of the project meetings, team meeting, client calls and project updates.

- Convincing & Managing escalation of the projects when needed.

Highlights

- Good knowledge of Blockchain Technologies.

- Working knowledge on Upwork and Freelancer.

- Working experience in acquiring projects from the clients through chats, cold calling.

- Proficient on blockchain platforms.

- Working knowledge on Metaverse, Blockchain forking, NFT, Dapp, DEX, DeFi, Exchanges, Casino Games, NFT Gaming Dapps, Launchpad, ICO, Wallet and many more.

- Preparing detailed proposals & quotations for the projects and scripts according to the client's requirement.

- Preparing invoices according to the milestone.

- Executing demo for the projects.

- Frequently being in contact with the development team to make sure the project is completed on time so that the client is satisfied.

- Adherence to test the project using AGILE methodologies.

- Enhancing project ideologies to the client requirements.

Project Experience

1. Project Name: AfriGo Mall (E-commerce Crypto Platform)
Client: DafriXchange, South Africa
Role: Senior Business Development Executive

2. Project Name: Defverse NFT (NFT P2E Gaming platform on Binance Smart Chain)
Client: Defverse, United Kingdom
Role: Senior Business Development Executive

3. Project Name: Coins for College (E-Learning Crypto Platform with Core Wallet & Exchange)
Client: Coins for College, California
Role: Senior Business Development Executive

4. Project Name: Risu NFT (NFT Marketplace like Opensea on Ethereum & Tezos Network)
Client: RISU, Canada
Role: Senior Business Development Executive

5. Project Name: DeFi Dice War (P2E betting Dapp on BSC Chain)
Client: Dice War, United Kingdom
Role: Senior Business Development Executive

⬥ Solartis Technology: October'18 – February'21
Experience: 02 Years 03 Months

Senior Associate with 28 months of experience in Insurance policies documentation responsible for billing and verifying the insurance invoice and emailing them to the head office.

The role also has a daily routine to work on tools like OptimX, Citrix.

Project Experience

Worked on ALLRISKS INSURANCE Policies under Commercial Lines. Verification & Stamping of the received commercial insurance policy documents, fixing the errors on the billing invoices, and emailing it to the respective client.

Roles and responsibilities

- Strong selling and negotiation skills.

- Strong interpersonal and presentation skills for interacting with team members and prospective clients up to the Board level.

- Ability to create and maintain formal and informal networks.

- Ability to lead and work in a team environment.

- Strong communication skills to listen to the client and articulate back for solutioning.

- Strong Individual Sales and Sales Leadership skills and ability to train/coach internal sales teams.

- Ability to work independently and deliver measurable results.

- Strong track record and demonstrated expertise in developing and maintaining industry, professional relationships including CIO level engagement.

- Establish professional and deep relationships with key personnel in assigned customer accounts.

- Drive and manage the complete sales cycle to ensure successful achievement of revenue targets within the assigned territory.

ACHIEVEMENTS

- Made a Benchmark on the team by achieving an individual target of highest project booking and billing of the year.

- Received **Excellence in Sales award** for my excellent contribution towards the projects and to the team for the year 2021-2022.

CERTIFICATION

- AWS Partner: Sales Accreditation (Business) **Issued by Amazon Web Services Training and Certification**

Personal Details

Name   Jeevitha G

Address   4/426, C-2, SMD Appartments,

                Moovendar Street,

                Thasildar Nagar, Madurai - 625020.

Date of Birth   30-04-1997

Nationality   Indian

PAN   BURPJ4173K

Declaration:

Jeevitha G working in SecureKloud Technologies does hereby declare that the information given above in My Profile is true and correct to best of my knowledge.

I also understand that any false declaration or willful suppression of information shall amount to misconduct and may result in appropriate disciplinary action.

Date:
Place: