Contact

anandaraj174313@cse.ssn.edu
.in

www.linkedin.com/in/
anandarajnadar (LinkedIn)
star616.github.io/My-personal-site/
(Portfolio)

Top Skills

Teamwork

Scheduling Management

Reporting & Analysis

Languages

Tamil (Native or Bilingual)

Marathi (Limited Working)

Spanish (Elementary)

English (Native or Bilingual)

Hindi (Native or Bilingual)

Certifications

Inbound Sales

SQL basics

Explorer badge

Ananda raj Nadar

BDR @NielsenIQ || APAC || Retail Vertical
Mumbai, Maharashtra, India

Summary

My goal is to leverage my skills in B2B and B2C sales to effectively communicate the benefits of cutting edge IT services and products to clients both domestically and internationally. By building long-term relationships and consistently exceeding targets, I aim to play a key role in driving business success.

Experience

NielsenIQ
Business Development Representative (APAC)
September 2024 - Present (6 months)
Mumbai Metropolitan Region

• Generated and managed a strong pipeline of potential clients in the APAC region, focusing on the retail space.

• Conducted thorough prospecting to identify new business opportunities and collaborated closely with sellers to support deal closures.

• Leveraged market research to tailor outreach and engagement strategies for successful client acquisition.

Freshworks
Business Development Executive (NA)
May 2023 - August 2024 (1 year 4 months)
Chennai, Tamil Nadu, India

Blockchain App Factory
Business Development Executive (ANZ)
February 2023 - April 2023 (3 months)
Chennai, Tamil Nadu, India

• Led B2B and B2C sales of IT services and products based on Blockchain technology for domestic and international clients.

• Developed long-term business relationships with clients to generate sustainable revenue.

• Proficient in building ICO, STO, and IDO dashboards, NFT marketplaces, and DeFi exchanges.

Skill-Lync
Inside Sales Specialist
February 2022 - July 2022 (6 months)
Chennai, Tamil Nadu, India

•Cold calling and reaching out to more number of leads

•Building pipeline of Prospects

•Converting Prospects into Customers

•Negotiating to get the best probable Customers

•Generating Revenue.

Education

SSN College of Engineering
Bachelor's degree, Computer Science · (July 2018 - April 2021)

Bharath Polytechnic College
Diploma of Education, Computer Engineering · (June 2015 - March 2018)

Divine Child High School & Junior College
11th-12th std · (June 2015)

St John The Evangelist High School - India
10th std · (June 2013)