

MANOVA DIVINE K

Chennai

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OBJECTIVE

Energetic and results-oriented sales representative with a proven track record of exceeding targets through effective prospecting, lead generation and strategic communication. Adept at utilizing CRM tools to manage and optimize sales pipelines. Consistently meets or exceeds quotas through a consultative selling approach. Strong team player with excellent communication skills, eager to contribute to a dynamic sales team and drive business growth.

EXPERIENCE

Byjus

27/02/2022 - 06/03/2023

Pre Sale Associate

- Generate and sourcing the leads from multiple activities.
- Maintaining CRM and qualifying the leads through the phone call.
- To make a product presentation through the virtual meet.
- Manage the sales pipeline with customers through the mails.
- To achieve the targets on time.

HDFC Bank

08/05/2023 - 26/09/2023

Sales Manager

- Recruited and trained a highly successful sales team that consistently met or exceeded sales targets.
- Analyzed market trends and customer data to identify new sales opportunities.
- Developed and maintained strong relationships with key customers, resulting in increased sales.
- Sourcing the leads from bank employees and generating the leads by various activities.
- Responsible to achieve the bank monthly target around 6C per Month.

LANGUAGES

English

Tamil



SKILLS

CRM(sales force)



Customer engagement



Campaign launch



Trend Analysis



Verbal communication



Collaborative



Network Development



Lead Prospecting



EDUCATION

MBA - 73%

SMVEC, Pondicherry - 2021

Bsc. Maths - 57.5%

Loyalla College, Chennai - 2019

ACHIEVEMENTS

Paper Presented in Updating & Customising Your Resume/CV: The Necessity, Frequency and Process in National Conference (2019)

Best Voluntary award from profile club (2016)

Star Employee Award for a month of September 2022.