

CONTACT	<div>Phone: 6374419987</div> <div>Address: Chennai, Tamilnadu</div> <div>Email: ajith100400@gmail.com</div>	
	<div>Results-driven Business Manager with over 2.5 years of experience in corporate sales, client management, and strategic decision-making. Skilled in data-driven business insights, process optimization, and stakeholder collaboration. Seeking to transition into a Business Analyst role to leverage analytical and strategic expertise in driving business growth</div>	
PROFESSIONAL EXPERIENCE	<div><div>Business Manager June 2025–Present</div><div>Wondersoft Private Limited – Chennai</div><div><ul style="list-style-type: none">Analyze customer and sales data to identify new market opportunities, increasing B2B client acquisition by 25%.Convert partner-generated leads into paying customers, contributing to sustained revenue growth.Conduct product demos and consultative discussions to tailor SaaS solutions to client business needs.Build and maintain strong relationships with corporate clients and partners.</div></div> <div><div>Sales Associate Apr 2023–May 2025</div><div>Stanza Living – Chennai</div><div><ul style="list-style-type: none">Managed complete B2B & B2C sales cycle from lead generation to deal closure.Engaged with potential customers to explain Stanza Living’s accommodation solutions, ensuring high conversion through personalized interactionsIdentified new business opportunities and provided insights to improve customer experience and pricing strategies.Maintained accurate records of client communications and sales data in CRM tools for performance tracking and reporting.</div></div>	
EDUCATION	<div><div>Sri Sairam Engineering college 2021–2023</div><div>Master of Business Administration</div><div><ul style="list-style-type: none">GPA: 7.01Specialization : Marketing & Finance</div></div> <div><div>SVN College 2018–2021</div><div>Bachelor of Science in Mathematics</div><div><ul style="list-style-type: none">Percentage : 68</div></div>	
SKILLS	<div><div><div><ul style="list-style-type: none">Sales data tracking & ReportingDigital marketing Tools.Process Improvement.Odoo CRM</div><div><ul style="list-style-type: none">Data VisualizationSQL (basic)Power BIAgile Methodology</div><div><ul style="list-style-type: none">Stakeholder Management.Requirements Gathering.Communication.Market&Trend analysis</div></div></div>	
CERTIFICATES	<div><div>Google Data Analytics – Coursera</div><div>Business Analysis Fundamentals – Udemy</div><div>Marketing Management – NPTEL</div><div>Content Marketing – Udemy</div></div>	