

**KRISHNAN B**  
**Mobile No: 93646 22252 Email**  
**ID :krish12488@gmail.com**  
**Designation : Busines Analyst &**  
**Marketing (5yrs) )**



#### **CAREER OBJECTIVE:**

To be an asset to the company by contributing to the growth of company value and to utilize my skills effectively in the recent developments and technology and at the same time improve myself professionally.

#### **PROFILE SUMMARY:**

- An enthusiastic person with highly motivated and leadership skills having bachelors of engineering degree in electrical and electronic engineering.
- Expert in implementation of each step of project.
- Eager to learn new technologies and methodologies.
- Always willing to innovate the new things which can improve the existing technology.
- An effective leader and communicator with strong interpersonal, leadership, analytical and relationship management skills
- Customer-focused, highly organized self-starter with creative thinking, analytical and process oriented approach
- Decisive, energetic, focused team player who leads high-performing teams increasing productivity, quality and customer satisfaction.
- Recognized for the ability to lead projects from initial definition to development and overall execution
- Actively involved in function and coordination of team within the assigned accounts
- Work effectively with people from diverse professional and cultural backgrounds

#### **PERSONAL QUALITIES:**

- Highly motivated and eager to learn new things.
- Strong motivational and leadership skills.
- Ability to produce best result in pressure situation.
- Excellent communication skills in written and verbal both.
- Ability to work as individual as well as in group.
- Technical, logical and innovative orientation

## ACADEMIA:

- Bachelor of Engineering Degree in Electrical and Electronic Engineering from Prist University, Thanjavur (2011-2014) , 'A' Grade.
- Diploma in Electrical and Electronics Engineering from T M Polytechnic College, Periyakulam, Tamilnadu.(2008), 66%
- 10th from N.S. boy's Higher secondary school, Theni, Tamilnadu.(2003), 67 %

## On Job Training In CMS Institution Private Limited:



### Pc Engineering:

- Managing, Troubleshooting Users, Groups and Computer
- Assembling computer systems
- Troubleshooting the hardware errors
- Downloading the new Software's
- Installing the all type of Hardware Drivers



## Organizational Experience:

Company Name : Micro Spark Info Tech Pvt Ltd Dindigul.

Designation : BUSINESS ANALYST & MARKETING

Year : March 2015 to Aug'2020 ( 5Yrs )

### Roles and Responsibility :

- Develop and Improve Upon existing marketing strategies.
- Conduct cold calls to prospective clients and set appointments.
- Handle sales process from prospecting through close and understand process.
- Run Live and Web Based Presentation.
- Run Demos for Prospects, develop Presentations and adapt sales collateral.
- Handle Customer Presentation, quotes, RFIs and RFPs.
- Coordinate with management team to enhance sales presentation,
- Offer Product and services to qualified clients through Demos.
- Consult market research to assess current trends and brand awareness.

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**Client :**

- Sree Mookambika Institute Of Medical Sciences, Kulasekharam.
- Tagore Matriculation Higher Secondary School, Attur, Salem.
- Maruthi Group of Institution , Attur, Salem.
- Vivekanandha Arts and Science College for Women Tiruchengode,
- Bharathiyar Arts & Science College for Women Deviyakurichi Attur.
- Shakthi Hospital Batlagundu.
- SS Hospital Dindigul.
- KT Multispecialty Hospital Dindigul.
- JJ Arulthurai Arasu Multispecialty Hospital Dindigul.
- NirubaRajan Multispecialty Hospital Manamadurai.

**Target and Achievement :**

- Monthly Target One Lakh Indian Rupees will Achieve up to 90 % of Target.
- My Top Achievement in one Month 6 Lakhs.
- Worked as **DESKTOP SUPPORT (Aug'2013 to Dec'2014)** in Mahindra and Mahindra Finance service Ltd. Madurai.
- Worked as **TECHNICIAN (January'2011 to May'2012 )** in Maclellan Integrated Service India Private Limited. Chennai.
- Worked as the **DIPLOMA APPRENTICE IN TAMIL NADU ELECTRICITY BOARD (TNEB)** for the period of JULY 2009-2010.

**PERSONALITY TRAILS:**

- I won't quit until I reach my goal
- Flexibility and Adaptability to work in any environment.
- Willingness to accept any challenge irrespective of its complexity.
- Good team player and positive attitude.

### IT SKILLS:

- Operating systems: MS Office, Internet Applications

### PERSONAL DETAILS:

Father Name : Balakrishnan  
Date of Birth : April, 12<sup>th</sup> 1988  
Marital Status : Married  
Language known : English and Tamil  
Nationality : Indian  
Address : 116, KR Nagar,  
4<sup>th</sup> Cross Trichy, Road  
Dindigul – 624 005,  
Tamilnadu, INDIA.

### DECLARATION:

I hereby assure that the above information is true and I will prove to be worthy of your confidence and satisfaction

Place: Dindigul

Date:

Thank You

(B. KRISHNAN)