




# KAVIRAJ THAYYIL VEDAKUMAR


BUSINESS DEVELOPMENT MANAGER

 +971-55 680 1261

 kavirajtv@gmail.com, kavirajthayyil@outlook.com

Aspire to utilize a strong foundation in IT software solutions and a proven track record in sales management, client engagement, and strategic planning to drive success in the technology sector.

 Education

**Bachelor of Business Management (BBM) | 2014**  
Mangalore University, Karnataka

 Core Competencies

Revenue Growth

Client Acquisition

Lead Generation

Market Expansion

Sales Strategies

CRM Management

Business Development

Strategic Planning

Pipeline Management

Sales Cycle Optimization


Revenue Forecasting


Customer Retention

Market Penetration


Profitability Improvement


Relationship Management


 Soft Skills


 Communication


 Collaboration


 Result-oriented


 Negotiation


 Critical Thinking


 Profile Summary


 Over **10 years of extensive experience in the IT software domain**, specializing in sales management, business development, and strategic client engagement across international markets, including the UAE, US, UK, Canada, Australia, and New Zealand.


 Currently serving as Sales Manager at **Voxtron Middle East LLC, Dubai**, driving sales strategies, managing high-value client portfolios, and leading a **results-oriented sales team** to consistently achieve and exceed **challenging revenue targets**.


 Demonstrated **expertise in developing and executing** comprehensive sales strategies for IT solutions, including ERP systems, mobility solutions, and application development, while consistently aligning with organizational objectives.


 Proven track record of **building and nurturing strong relationships with C-level executives** and key stakeholders, directly **contributing to business growth and client retention**.


 Skilled in utilizing **CRM systems like Salesforce to manage sales pipelines**, analyze client interactions, and **streamline sales operations**, leading to enhanced **productivity and revenue generation**.


 Adept at leveraging **market data and analytics to inform sales strategies**, improve lead targeting, and achieve higher conversion rates, showcasing a **data-driven approach to business success**.

 Spearheaded **innovative lead generation campaigns**, achieving a significant increase in qualified leads and strengthening the sales funnel.


 Designed and implemented **customer feedback mechanisms**, resulting in a measurable improvement in **customer satisfaction scores** and long-term client loyalty.


 Recognized for **exceptional negotiation skills**, securing high-value deals with favorable terms that **boosted profitability and established enduring partnerships**.


 Successfully **formulated and implemented sales strategy roadmaps**, aligning team goals with corporate objectives, leading to **enhanced market penetration** and revenue growth.


 Experienced in **mentoring and guiding sales teams**, fostering a collaborative and high-performance culture that drives **consistent results**.


**Career Highlights:**

 **Voxtron Middle East LLC:** Strategizing plans to achieve annual and quarterly sales targets of AED 1,200,000, Quarterly Target AED 300,000 for Contact Center platforms, Conversational AI, BOT AI IVR, QMS & AI Insights solutions; identifying & prioritizing high-revenue potential accounts and industries.


 **CCS Technologies** Successfully strategized and executed comprehensive plans to surpass an annual sales target of AED 700,000 by delivering customized Digital Services and Resource Outsourcing solutions to enterprise clients.

 **Client Acquisition:** Secured 15 new enterprise clients in under 12 months, contributing to a 25% growth in the customer base, through strategic outreach and personalized service offerings.


 **Market Expansion:** Spearheaded market entry into two new regions, resulting in an additional USD 500,000 in annual revenue and a 10% market share increase within the first year.

 Career Timeline


2014 - 17




2017 - 17



2018 - 23



2023 – Present





## Work Experience

### Voxtron Middle East LLC, Dubai as Business Development Manager | Jun'23 – Dec'24

#### Key Result Areas:

- ③ Building and sustaining strong relationships with decision-makers, understanding their business needs, providing tailored solutions, and fostering long-term client loyalty to encourage repeat business.
- ③ Conducting market research to identify trends, competitors, and opportunities while collaborating with marketing and product teams to refine sales strategies and create targeted campaigns.
- ③ Showcasing customized solutions that highlight the unique benefits of products & services, leading negotiations & closing deals to achieve sales goals.
- ③ Maintaining accurate sales forecasts, tracking progress against targets, and delivering comprehensive sales reports, including pipeline updates, win/loss analysis, and revenue forecasts to senior management.
- ③ Actively seeking new business opportunities through cold outreach, networking events, and industry conferences to expand market presence and drive revenue growth.

### CCS Technologies, Kochi as Sales Executive | Feb'18 – Feb'23

#### Key Result Areas:

- ③ Monitored the daily sales operations, ensuring the seamless execution of sales strategies and the achievement of revenue targets across multiple regions, including the UAE, US, UK, Canada, Australia, and New Zealand.
- ③ Collaborated with senior management to formulate and implement comprehensive sales strategies that align with the company's objectives and market demands, driving growth and profitability.
- ③ Utilized advanced CRM tools to meticulously track sales activities, manage client interactions, and generate insightful reports that inform strategic decision-making processes.
- ③ Cultivated and maintained robust relationships with clients, providing exceptional service and support to enhance customer satisfaction and loyalty, while addressing any concerns or inquiries promptly.
- ③ Spearheaded the development and execution of innovative sales and marketing campaigns, leveraging various channels such as email, social media, and direct outreach to maximize lead generation and conversion rates.
- ③ Conducted thorough market research to identify emerging trends and opportunities, enabling the proactive adjustment of sales strategies to maintain a competitive edge in the industry.
- ③ Drove the operationalization of CCS's strategic initiatives, ensuring alignment with the company's vision and enhancing its market presence through effective branding and outreach efforts.

### SBL Corp - Kochi, USA as Inside Sales Executive | Jul'17 – Dec'17

#### Key Result Areas:

- ③ Engaged in proactive outreach to potential clients, utilizing various communication channels to introduce the company's offerings and identify key decision-makers within target organizations.
- ③ Conducted comprehensive needs assessments to understand client pain points and effectively position the company's solutions as viable options to address their challenges.
- ③ Collaborated with cross-functional teams to ensure seamless execution of sales strategies and alignment with overall business objectives, enhancing operational efficiency and client satisfaction.
- ③ Maintained accurate records of client interactions and sales activities in the CRM system, ensuring data integrity and facilitating informed decision-making processes.

### Azuga Telematics Private Limited, Bengaluru | Feb'14 – Feb'17

#### Lead Generation Specialist

#### Key Result Areas:

- ③ Proactively generated new business opportunities through cold calling, email outreach, and mass communication, targeting the ideal buyer profiles.
- ③ Built and nurtured strong client relationships, guiding prospects through the sales funnel with effective communication strategies.
- ③ Collaborated with Regional Sales Directors & VP of Sales to strategize & developed a healthy sales pipeline, achieving quarterly revenue objectives.
- ③ Managed & updated client records in Salesforce CRM, ensured all data, interactions & supported documents were accurately maintained.

#### Associate - Order Management

#### Key Result Areas:

- ③ Oversaw the preparation, reconciliation, and maintenance of billing cycles to ensure operational accuracy.
- ③ Coordinated shipping operations within the USA through FedEx, ensuring timely delivery and accurate order processing.
- ③ Partnered with cross-functional teams to streamline billing and logistics workflows while meeting deadlines.

#### US Lead Research Intern

#### Key Result Areas:

- ③ Utilized Salesforce to upload and document campaign details, leads, prospects, and individual account activities.
- ③ Streamlined reporting processes, ensured accuracy in generating productivity reports (e.g., Free Trial, Demo Completed, Scheduled & Closure reports).
- ③ Leveraged various channels, including existing contacts and social networks, to generate high-quality leads.
- ③ Managed and updated databases to ensure seamless tracking of campaign performance and lead engagement.



## Personal Details

Date of Birth : 25<sup>th</sup> December 1991  
Address : Dubai, Al Quesis 2  
Languages Known : English, Malayalam, Hindi, Kannada