



TM AKILESH



CONTACT

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OBJECTIVE

"Motivated and detail-oriented sales professional with five years of supervisory experience seeking a management position. Seeking an opportunity to apply my advanced knowledge of sales and customer service and my experience with team-building and staff development."



EXPERIENCE

HANLE SOLUTIONS PVT LTD

June 2021 - Sep 2023

BUSINESS DEVELOPMENT EXECUTIVE

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through coldcalling, networking & social media
- Set up meeting with potential clients demonstrating and explaining features of product and services
- Negotiate and close sales and handle complaints or objections
- Build strong relationship with new and existing customers
- Creating and maintaining a database of prospective client information and lead generation
- Participate on behalf of company in trade fairs, exhibition or conferences
- Working towards monthly targets.

BHASH SOFTWARE LABS

Apr 2018 - May 2021

BUSINESS DEVELOPMENT EXECUTIVE

- Targeting B2B customers
- Actively seek out new sales opportunities through cold calling, networking & social media
- Understand customer needs & requirements showing online demo or live demo
- Intensely following up with the prospects and closing the sales within the sales cycle
- Achieving the weekly/monthly targets in a high pressure driven competitive environment
- Responsible for maintaining good relationship with existing clients, followup clients and new target clients
- Identifying and resolving client concerns and End to End sales.



SKILLS

5.5 Yrs Experience in Sales & Business Development

IT & Software Sales

Coldcalling, Lead Generation

Inside Sales & Field Sales Experience

B2B B2C Sales Experience

Team Lead



LANGUAGES

Kannada English Hindi



PERSONAL DETAILS

Date of Birth : 13/06/1996



EDUCATION

● Sri Siddhartha Institute Of Business Management

2018

Bachelor's Of Business Management
61%

● Sambram Pre-university College

2014

PUC
63%

● Sri Devraj Urs International Residential School

2012

SSLC
59%



PROJECTS

● RAYMONDS

A Study on market potential for youth wear with special reference to Raymonds in Tumkur City.



INTERESTS

● Riding

● Camping

● Cooking