

T.N Dhaneshkumar

Business Development Expert

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Summary

- An entrepreneurial enthusiast with highly motivated and leadership skills having Bachelors of Engineering degree in **Electrical and Electronics Engineering**.
- **Co-founder** of an Event Management Firm.
- Expert in account management, database management, teamwork, computer and interpersonal skills.
- Major strengths in leadership, organisation, and attention to detail as well as verbal and written communication skills.
- Always willing to innovate the new things which can improve the existing technology.
- Exercises exceptional judgement and works both independently and within a group setting.
- A well-organised, solutions focused professional who takes pride in work and fosters collaborative and positive client relationships.
- Adept at driving increased revenues through the identification of new sales opportunities.
- Skilled in Word, Excel, PowerPoint and Outlook.

Work History

Founder 2018 - 2019

Good Gains

We Invented an innovative product line for fitness enthusiasts in Chennai.

Business Development Manager 2017 - 2017

MintM Loyalty Services

- Identifying inefficiencies and made recommendations for process improvements.
- Boosted project delivery and scheduling efficiency.
- Created new reporting and ticketing systems for the company.
- monitor employee productivity and optimize procedures to reduce cost.
- Improved performance of vendor database.

Founder 2015 - 2019

Eventman

Events Organized :

- Promotional Activity for Philips headsets at 10 renowned institutions in Chennai
- Product launch for Mahindra TUV 300 at Chennai and Bangalore Airport
- Dandiya Celebration event for Larson & Toubro at L&T Porur
- Promotional Activity for Mahindra KUV 100 at Chennai and Bangalore Airport
- Many other BTL Activities.

Skills

Marketing and sales



Worked in all branches of Business Development.

Selenium Automation Testing



Selenium IDE, RC and Webdriver, Testng.

C , C++



Communication



Adobe Photoshop



MS Office



Network maintenance (CCNA)



Founder 2015 - 2017
All Blue International
All Blue is a shipping company which imports and exports products as well as deal with paperwork for other companies.

Customer Service Representative 2015 - 2015
Dream Field Innovation

Events Organized :

- Conducted events for the HP employees @ OLYMPUS IT park.
- Setup Stalls for DOLBY for promoting their products @ ITC Grand Chola.
- Conducted an Event for HSBC employees to establish their new schemes @ POLARIS, Siruseri.

Education

Bachelor in Engineering 2011 - 2015
P.B COLLEGE OF ENGINEERING, ANNA UNIVERSITY

- Majored in Electrical and Electronics Engineering
- Passed out with a CGPA of 6.0

AISSCE CBSE 2010 - 2011
Bhaktavatsalam Vidhyashram Higher Secondary School

- Majored in Computer Science, Physics , Chemistry and Mathematics(CBSE)
- Secured 60 % in the finals .

SSLC CBSE 2008 - 2009
Bhaktavatsalam Vidyashram

- Secured 70 % in the finals.

Work shops and Seminars

- Certified Selenium Automation Tester (Nov2016)
- Cisco Certification Course completed For CCNA at NIIT, Chennai(2015)
- Ethical Hacking workshop conducted by SRM University (Nov 2013).
- In-plant training at Schneider electric (Nov 2014)
- Certification course completed for c,c++, Data structure at NIIT , Chennai(2010)