

YAMINI PRIYA B - Business Development

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Business development Consultant

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PROFILE SUMMARY:

- Goal-driven and accomplished employee with over 5 years proven track record of delivering exceptional results in sales, marketing, and customer relation management with domain experience in Manufacturing, Engineering, FMCG, FMCD, IT Products & Services.
- 5 years of experience in **Lead generation, Key Account, Database Management, Sales Support, Business Development and Client Relationship Management.**
- Generating leads through social media like LinkedIn, Connecting with Senior HR, Safety, Talent Acquisition, EHS Managers, meeting and convert them for New Business opportunity.
- Build strong management and provide strategic and tactical sales & delivery support to ensure our plans are consistently met or exceeded.
- Build and maintain strong partnership with all clients in order to develop and sustain a professional relationship and Staffing services and SOW.
- Frequent reporting management for better productivity.
- Identify client needs, market trends and analyse competitors.
- Communicate with all departments as required within each client.

WORK EXPERIENCES:

1. CIEL HR Services Pvt Ltd

(JULY 2022 to Current)

Designation: Assistant Consultant - Business Development

About Company: CIEL HR is a fast-growing Recruitment and Staffing Company catering to the needs of our clients and providing job opportunities for thousands of candidates.

Key Responsibilities:

- Research, track, maintain and update leads.
- Make outgoing calls to develop new business.
- Contact prospects to qualify leads.
- Direct email marketing to key clients and prospects
- Research and maintain lead generation database.
- Conduct customer research.
- Do market research using various tools to obtain information about potential leads.
- Participate in the preparation of proposals and / or sales presentations.
- Provide accurate and timely information to the management regarding each account and deals.

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- Develop a strong knowledge of the company's products and services in order to facilitate the sales process.
- Mapping the list of industrial sector clients in the region & identifying opportunities for HR recruitment services and generating leads.
- Fixing a direct or virtual meeting with clients to discuss their hiring needs.
- Sharing the proposal and agreement with the client
- New client acquisition and Key account management

2. ARA GLOBAL

(JUNE 2017 to JULY 2022)

Designation: Business Development Manager

About Company: ARA Global is an organization with diverse set of professionals joining hands to deliver innovative technological solutions meeting the complex needs of organizations.

Key Responsibilities:

- As a Business Development Manager, my role is to connect with customers through phone calls to explain our services.
- Identify opportunities for our services and generate leads.
- Once the lead gets matured, I share the commercials and follow up till the order gets closed and payment is collected.
- Creating and maintaining customer database through phone calls and e-mails
- Have done client meetings for few big deals and have shown demos on our services for the order.
- New client acquisition and Key account management.
- Successfully organized and conducted Webinars on Soft-skill topics for various Organizations.
- Have an experience in B2B Sales & Corporate sales.

RATHINAM TECHNICAL CAMPUS - (DECEMBER 2014 to APRIL 2017)

COIMBATORE INSTITUTE OF ENGINEERING & TECHNOLOGY, Assistant Professor

- (JUNE 2012 to MAY 2013)

PROFESSIONAL SKILL SETS:

- Target oriented.
- Negotiations
- Strong analytical, problem-solving, and organizational ability
- Ability to deal with people diplomatically.
- Superior Client Relations
- Sales Proposal Creation

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ACADEMIC CHRONICLE:

Year	College	Course	Percentage
2012	SNS College of Technology	ME-Communication Systems	81.7%
2009	Avinashilingam University for Women	BE-Electronics & Communication Engineering	58.72%

PERSONAL PROFILE:

Father : Mr. R. Balakrishnan (Retired HM)
Mother : Mrs. T. Shanthi (Teacher)
Husband : Mr. M. Vasanth Kumar
Date of Birth : 25th July 1988
Languages : English, Tamil, Telugu