

# SAJUTHA S RAJU

Kanyakumari, Tamil Nadu | 07708223330  
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## Summary

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Seeking a position to utilize my interpersonal skills and marketing abilities in the management sector that offers growth while being resourceful innovative and flexible to grow with the company is where I can effectively contribute my skills as a professional.

## Experience

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### **Crowe India LLP | Kerala, Kochi**

#### **Sales Development Representative | 01/2023 - Present**

- Developed advanced understanding of services to react to customer objections, competitive questions, and other FAQs.
- Built and managed accurate sales pipeline to maintain high volume of activity.
- Utilized Zoho to manage sensitive client information and update existing and new client profiles.

### **CertifyMe | Karnataka, Bengaluru**

#### **Business Development Associate | 01/2022 - 01/2023**

- Grown business by developing new leads and new contacts
- Generated about \$ 15000 in revenue by selling IT services in UK/US/APAC market over a period of 9 months
- Developed business pipeline using cold and warm techniques.
- Worked with the technical team while developing quotes and proposals for clients.
- Enhanced sales techniques and marketing plans to strengthen business development efforts.

### **Hofeto | Karnataka, Bengaluru**

#### **Channel Sales Associate | 06/2020 - 01/2022**

- Qualified new leads and moving them through the B2B sales pipeline
- Developed and execute a strong prospecting plan of action, including lead generation strategies and personalized cold email template creations
- Cultivated interpersonal skills by building positive relationships with others.
- Built customer relationships by reaching out to prospects, understanding their requirements, and devising a tailored pace during the trial period to ensure a smooth evaluation process
- Applied effective time management techniques to meet tight deadlines.

### **Cognizant Technology Solutions | TamilNadu, Chennai**

#### **Business Analyst | 12/2015 - 04/2018**

- Responsible for taking a detailed inventory of the organization's software and hardware assets and applying the information gathered in making the best decision concerning IT-related purchases and redistribution for the organization
- Managed and maintained databases and records of information such as licenses, service agreements, and warranties for the organization's software and hardware

## Skills

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Interpersonal skills, Sales prospecting, Team Handling, BMC Remedy Ticketing tool, Zoho, Hubspot, Apollo.io, LinkedIn Sales Navigator, ZoomInfo

## Education

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### **St.Xavier's Catholic college of Engineering | Kanyakumari, Tamil Nadu**

#### **Bachelor of Engineering | 06/2015**

### **Government Polytechnic College | Nagercoil, Tamil Nadu**

#### **Diploma in Electronics and Communication Engg | 05/2012**