**CURRICULAM VITAE**

**RAMYA S**

**DOOR NO: 105\16A VILLAGE STREET, SATHUMANAGAR,**

**TOLLGATE, THIRUVOTTIYUR**

**CHENNAI - 600019**

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**E-MAIL:** [**ramya.hepzi88.rh@gmail.com**](mailto:ramya.hepzi88.rh@gmail.com)

**OBJECTIVE:**

WANT TO PURSUE A CHALLENGING AND REWARDING CAREER BY BEING A COMPETITIVE AND INNOVATIVE IN MY APPROACHCAND BE COMPETEANT ENOUGH TO WORK IN A TEAM SO TO MOVE AHEAD AND ADD GROWTH TO THE ORGANISATION.

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| **PROFESSIONAL** |

**ORGANISATION : (SKILL-LYNC) EPOWERX LEARNING**

**-TECHNOLOGIES PVT LTD**

**PLACE : CHENNAI**

**DESIGNATION : SENIOR TEAM LEAD- INSIDE SALES**

**DURATION : 18TH AUGUST 2021 TO ON NOTICE PERIOD**

**DESCRIPTION OF ORGANISATION**

**Skill-Lync offers industry relevant advanced engineering courses for engineering students by partnering with industry experts. Skill Lync is the only online platform in India whose courses are specially designed for Mecha people. Online Education like Skill development, Mechanical Engineering, Civil Engineering Etc.**

**JOB PROFILE**

* Create an inspiring team environment with an open communication culture
* Set clear team goals
* Delegate tasks and set deadlines
* Oversee day-to-day operation
* Monitor team performance and report on metrics
* Motivate team members
* Discover training needs and provide coaching
* Listen to team members’ feedback and resolve any issues or conflicts
* Recognize high performance and reward accomplishments
* Encourage creativity and risk-taking
* Suggest and organize team building activities
* Advise students/parents for their learning needs through calls and get payment through online itself.
* Develop and prompt successful company sales and account management personnel into leadership positions to drive company growth.
* Responsible for growing the new business the renewal sales & conversation of the organization.
* In-depth knowledge of performance metrics
* Good PC skills, especially MS Excel
* Excellent communication and leadership skills
* Organizational and time-management skills
* Decision-making skills

**ORGANISATION : FUNFINITY LEARNING SOLUTIONS PVT LTD (MAGICCRATE)**

**PLACE : CHENNAI**

**DESIGNATION : SUBECT MATTER EXPERT-SME**

**DURATION : 30TH JANUARY 2019 TO 13TH AUGUST 2021**

**DESCRIPTION OF ORGANISATION**

**Magic Crate is an innovative early childhood learning company that is a pioneer and market leader in the area of discovery kits for young children. Magic Crate was set up in early 2014 by young parents from IIT, IIM, NID and Georgia Tech. as a subscription service that delivers activity boxes based on fresh new themes to their customer’s doorsteps each month. The activities, based on science, arts, games & role play,**

**JOB PROFILE**

* Advise students/parents for their learning needs through calls and get payment through online itself.
* Develop and prompt successful company sales and account management personnel into leadership positions to drive company growth.
* Responsible for growing the new business the renewal sales & conversation of the organization.
* Maintaining positive client relationship, Follow up the closure and for payments
* Responsible for overseeing all activities within a team and assigning daily, weekly and monthly revenue targets.
* Ensure that client enquiries are handled professionally and efficiently Incorporation of companies
* Negotiate and close -term agreements with new clients and get in counselling with parents
* Devise effective marketing, sales and other promotional initiatives

**ORGANISATION : CADS SOFTWARE INDIA PVT LTD**

**PLACE : CHENNAI**

**DESIGNATION : INTERNAL SALES MANAGER**

**DURATION : 21ST APRIL 2014 TO 25TH JANUARY 2019**

**DESCRIPTION OF ORGANISATION**

**CADS INDIA** is a leading international software company specializing in civil and structural engineering design and detailing software **(Indian Standard, British Standard, and American Standard etc.)** **CADS** applications are used worldwide by consulting engineers, civil engineering contractors, builders, national and local governments, structural steelwork and rebar fabricators. CADS employs more than 500 staff globally, the vast majority of those working from our India offices and have been in business for over 40 years.

**JOB PROFILE:**

* Identify customers’ requirements and assess how CADS can add value
* Developing and accomplishing a region lead generation plan, meeting or exceeding monthly or annual targets.
* Identifying opportunities for sales and effectively presenting the key features and advantages of the company products to secure new business.
* Identifying decision makers amongst the targeted leads in order to start sales process.
* Arrange effective product demos and business meetings at customer locations
* Cooperating with Accounts manager and sales Officer to determine essential strategic approaches for sales.
* Maintain and expanding the database of prospects of the organization.
* Outbound and inbound account management
* Emphasizing service or product features and benefits, discussing credit terms, quoting prices and preparing sales order reports or forms.
* Follow up, negotiate and close sales orders of new product licences and upgrades  
  Document all activities in CRM
* Capturing of accurate and complete information in the Customer Relationship Management System (CRM)
* Participate in development of sales forecasts and attending sales group meetings concerning sales target or forecast, reporting on market situation.
* Support the Product Manager with shaping and prioritizing the development plan

**ORGANISATION : ICICI LOMBARD GIC LTD**

**PLACE : CHENNAI**

**DESIGNATION : UNIT SALES MANAGER**

**DURATION : 12T OCTOBBER 2012 TO 31ST MARCH 2014**

**DESCRIPTION OF ORGANISATION**

**ICICI LOMBARD GIC LTD.** Is the largest private sector general insurance company in india,ICICI Lombard Auto Insurance has been rated highest in customer satisfaction by J.D. Power Asia Pacific in India among 11 auto insurance providers. ICICI Lombard allows instant policy issuance and renewals all retail insurance products including **Car Insurance, Health Insurance, Travel Insurance, Two wheeler Insurance and Home Insurance**.

**JOB PROFILE:**

* Handled one of the Chennai branch
* Making team to sell insurance all over India especially for south India
* Responsible for complete customer management process starting from voice recording process closure of the account
* Providing right prospect through given database & coordinating the team for the closure
* Doing verification through voice recording process and swiping through credit cards by online and sending for booking insurance
* Communicating with booking team follow up to assist seniors in different activities
* MIS report handling
* Making the price proposals & Coordinating sales activities & ensure prompt response to customer queries & concerns.
* Taking up the queries & complains of customers effectively sorting them out.
* Motivating & manage team to achieve daily, monthly target.

**ORGANISATION : GENEE SOLUTIONS INDIA PVT LTD**

**PLACE : NEW DELHI**

**DESIGNATION : INTERNAL SALES HEAD**

**DURATION : 17TH NOVEMBER 2008 TO 12TH SEPTEMBER 2012**

**DESCRIPTION OF ORGANISATION**

**GENEE SOLUTIONS INDIA PVT LTD** belief is have a unique understandingof the type of technology required in 21st century learning environment, and seek to push the boundaries of teaching wherever possible. It is an international organization which provides ICT and AV solutions like **Interactive White Boards, Visualizers, Interactive Response System, Graphic Tablets, Educational Software, Projectors** for classrooms & presentation rooms in educational industries & big corporates.

**JOB PROFILE:**

* Handled Internal sales team for south India location
* Making new dealers all over India especially for south India.
* Responsible for complete customer management process starting from lead generation to closure of the account.
* Finding the right prospects through given database and from the source
* Coordinating the Internal & external sales team for live demonstration.
* Preparing & sending quotations, order confirmation, invoice dispatch, order processing, maintaining records & payment collection
* MIS report handling
* Making price proposal also responsible for any negotiations.
* Generating new dealers & distributors & manage them.

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| **ACADEMIC QUALIFICATION** |

* **B.COM FROM MADRAS UNIVERCITY.**
* **12th FROM T.N. BOARD CHENNAI.**

**COMPUTER PROFIENCY:**

**MS OFFICE WORD, EXCEL, MICROSOFT CRM**

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| **PERSONAL PROFILE** |

* **HUSBAND NAME : MR.G. LOGESWARAN**
* **NATIONALITY : INDIAN**
* **MARITAL STATUS : MARRIED**
* **DATE OF BIRTH : 8TH AUGUST 1988**
* **LANGUAGES KNOWN : ENGLISH, HINDI &TAMIL**
* **PERMENANT ADDRESS : DOOR NO: 105\16A**

**VILLAGE STREET, SATHUMANGAR**

**TOLLGATE, THIRUVOTTIYUR**

**CHENNAI -600019**

**DATE: (RAMYA)**

**PLACE:**