

SANDEEP S PERUR

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CAREER OBJECTIVE

Struggle for a perfection and desires to be a successful sales professional. Seeking for a challenging position in a competitive and growth oriented environment where my skills and knowledge along with my enthusiasm can be utilized.

WORK EXPERIENCE

- KIRLOSKAR ELECTRIC CO, Hubli [July2008 – June 2009]
- SUPER PACKS Pvt. Ltd., Bangalore – Sales Engineer [2013 - 2014]
- METRICSTREAM INFOTECH, Bangalore – Business Development Associate [2014 – Present]

Roles and responsibilities

- I was responsible for generating new business in the North American region.
- Identifying and building target account database from business directories, social network sites and etc.
- Pursuing the leads generated by internal team and qualifying them further.
- Generate business opportunities through dedicated prospecting and outbound calling.
- Maintain high activity level with prospects and timely follow-up.
- Working closely with Marketing team, monitoring internal promotional activities and sharing relevant information with potential prospects.
- Update and maintain prospect base by recording all the activities in CRM (Salesforce).
- Working closely with field sales and providing support in the sales cycle.
- Coaching and mentoring new joiners in the sales team.
- Working closely with marketing team, planning and executing campaigns for given accounts/verticals.
- Preparing and maintaining reports and performing analysis.

Achievements:

- Awarded with "Performer of the quarter" in Q3 2016, FY.
- Awarded with "best team player".

ACADEMIC QUALIFICATIONS

COURSE	YEAR	NAME OF INSTITUTE	UNIVERSITY / BOARD	PERCENTAGE/C GPA
MBA (Marketing)	2015	Great Eastern Management School	Bharathiar university	61%
B.E (Industrial & Production Engineering)	2013	B.V.Bhoomaraddi College of Engineering and Technology, Hubli	Visvesvaraya Technological University	6.84
Diploma (Mechanical Engineering)	2008	K H Kabbur institute of Engineering and technology	Board of technical education	59.71 %
10th Board	2004	Dr G.V.Joshi Rotary English Medium High School	KSEEB	78.40%

PERSONAL DETAILS

Gender : Male
Languages : English, Kannada, Hindi.
Date of Birth : 29th March 1989
Father's Name : Shri Subramanya D Perur
Mother's Name: Smt Ranjani S Perur
Hobbies and Interests: Cooking, Music (Hindustani Classical), photography, repairs.
Marital Status : Married

Declaration:

I hereby declare that above information is correct to the best of my knowledge and belief.

Place: Bangalore

Date :

(Sandeep S Perur)