
RAJESH.S

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OBJECTIVE

- Aspiring for a career that places me in a challenging position with a learning environment to develop and apply my skills.

ACADEMIC PROFILE

- 2006-2007: SSLC from Govt. Hr. Sec School, secured 61%
- 2008-2009: HSC from J .G. N Hr. Sec School, secured 76%
- 2009-2012: B.sc – Visual communication from A.M JAIN College, secured 70%
- 2012-2014: M.sc – Electronic Media from St. Thomas college of arts & science,secured)

AREAS OF EXPERTISE

- Sales and Marketing Management.
- Key Account Management.
- Market Research.
- New Business Development.
- Management Information Systems.
- Team Management.

PROFESSIONAL EXPERIENCE

- One Year of experience as sales officer at GRB food private limited (2017-2018)
- Air and sea Import Documentation Executive for three years at Srishan Agencies Pvt Ltd.(2018-2021)
- Seven month of work experience in MANJU FOUNDATIONS Pvt Ltd as Senior Business Development Officer

Linguistic Skills:

- Tamil (Native & bilingual proficiency)
- English(Professional working proficiency)
- Telugu(Full Professional proficiency)

NATURE OF JOB

- Handle both Direct and Channel partner team and leads
- Accompanied with buyers during visit of the property, suggest them on the suitability and value of the homes they are visiting based on current market condition and location
- Maintaining a good quality of customer relationship services enriching referral booking credential for the company
- Assisting clients with evaluation of offers, negotiating and do sale closure.
- Driven active participation in expansion of the business by organizing marketing campaign, creating lead generations and do sale closure by achieving the target.
- Conducting market research on new product launches, competitor's pricing and offers.

KEY ATTRIBUTES

- Strong selling skills and experience
- Proactive attitude towards work
- Exposure to pressure situations and

DECLARATION

I hereby declare that the above-mentioned particulars are true to the best of my knowledge and belief.

Yours truly
(Rajesh .S)