

Dhivyadharshini Selvaraj

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Seeking an Entry-level position in International Marketing where I can utilize my superior understanding of the domain gained during my experience. Excellent at conducting Market Research and creating Brand Awareness strategies. Excellent Communication skills to convince potential clients and customers.

Work Experience

Growth Catalyst- US Shift

07/ 2023 to Present

Ufaber Edutech Pvt Ltd

Remote

- Handling US Clients through cold calling and emails.
- Dialing 50-80+ calls and counselling students who have enquired about the product/ services.
- Scheduling free demo lectures for the students.
- Doing post demo calls and closing sales.
- Maintaining a pipeline of all sales administration using CRM software.
- Worked on the targets and under pressure as this is a hard-core sales profile.

Data Engineer- US Shift

08/ 2021 to 07/2023

Systech Solutions Inc.,

Chennai

- As a Data Engineer, my goal is to help clients make better business decisions.
- I enable them to perform to higher standards by analyzing complex data and identifying problem areas.

Business Development Intern- US Shift

01/ 2022 to 06/ 2022

Brands Impact

Remote

- Handling US Clients through cold calling and emails.
- Prospecting potential customers: by phone, by email.
- Selling products or services to those clients.

Brands Ambassador Intern

06/ 2021 to 12/ 2021

TuteDude

Remote

- Posting about our products/services online (e.g. social media and forums)
- Creating, sharing and responding to online reviews
- Participating in trade shows as a company spokesperson

Skills

SQL - 2 years

Tableau – 2 years

Python – 2 years

Business Development

Sales & Marketing

Convincing Skill

MS-Excel

Communication Skills

Education

Anna University, BIT Campus, Tiruchirapalli

Bachelor's of Information Technology(IT) |

CGPA: 9/10

Tiruchirapalli

10/ 2017 to 04/ 2021

Certification

- Business Entrepreneurship by Crash Course
- Google Data Analytics by Google