

# CURRICULUM VITAE

## MANJULA.S

#35/1, Sri Lakshmi Devi Nilaya,

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Behind Sri Rama Temple

Madiwala, Maruthinagar, Bangalore - 560068

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Mobile No: 9900842339

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## CAREER OBJECTIVE

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A highly organized and hard-working individual looking for a responsible position to gain practical experience.

## WORK EXPERIENCE

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- 1) **Business Development Associate – 3Kubed Consulting India Private Ltd, February 2021 – March 2023.**

### Responsibilities:

- Conduct research to identify new markets and customer needs.
- Set up meetings with client decision-makers to understand the requirements.
- Work with the team to develop proposals that speak to the client's needs, concerns, and objectives.
- Maintaining relationships with existing clients.
- Manage data for new and prospective clients in CRM.

- 2) **Senior Business Development Executive – Finnexia Marketing, May 2018 to September 2020.**

### Responsibilities:

- Research organizations to identify new leads and potential new markets.
- Researching the needs of other companies and learning who makes decisions about purchasing.
- Contacting potential clients via email or phone to pitch the services.
- Developing quotes and proposals.
- Training personnel and helping team members develop their skills.

- 3) **Senior Business Development Executive – Global Zest Business Solutions Inc., October 2016 to April 2018.**

- 4) **Pre-Sales/Lead Generation Executive/Inside Sales, Silver Sky Soft, March 2016 to September 2016.**

### Responsibilities:

- Develop new business from extensive web research & email marketing.
- Identifying appropriate buyers within the target market.
- Follow-up on leads to develop and grow the sales pipeline to meet the monthly/quarterly revenue goals.

**5) 2 years 6 months as a Pre-sales/Lead Generation, Span Outsourcing, May 2013 – November 2015.**

**Responsibilities:**

- Develop new business from extensive web research & email marketing.
- Identifying appropriate buyers within the target market.
- Follow-up with the sales team on the status of the leads.

**6) 1 year as an Administrator, Sri Sai Vidya Mandira, November 2011 to November 2012.**

**Responsibilities:**

- Manage day-to-day activities.
- Develop academic programs.
- Monitor students and teachers for progress.
- Train, encourage, supervise, hire, and mentor teachers and other staff.
- Examine learning materials.

**7) 1 year as Sales Officer, Nandi Toyota, August 2010 to October 2011.**

**Responsibilities:**

- Sales (Car accessories)
- Contact customers who walk into the showroom and via phone call to pitch the accessories.
- Co-ordinate with the accessory technician, and accounts team during the sales process.

## **EDUCATIONAL QUALIFICATION**

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- MBA (Marketing), New Horizon College of Engineering, June 2010
- B.A (HES), BES College, April 2006
- PUC (Science), NSVK, September 2002
- SSLC, Our Lady of Fatima, April 1999

## **PROFESSIONAL CERTIFICATES**

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- Certification in Copywriting (2023) – Online course – Henry Harvin.

## **PERSONAL STRENGTH**

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- Ability to work independently.
  - Effective communication and interpersonal skills.
  - Fast learner with a desire to excel.
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**PERSONAL VITAE**

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Father's Name : Seetharamaiah. M  
Date of Birth : 05 October 1983

**DECLARATION**

I hereby affirm that the above-furnished details are true and correct to the best of my knowledge.

Date:

Place: Bangalore

Manjula. S