

# R THAVAPRAKASH

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## Career Objective

To have a growth oriented and challenging career, where I can contribute my knowledge and skills to the organization and enhance my experience through continuous learning and teamwork.

## Academic Qualification

Course	University/Board	Institution	Percentage	Year of Passing
MSC psychology	Alagappa University	Alagappa University	Passed	Pursuing
MSW Social work	Alagappa University	Alagappa University	75%	2023
M.A Sociology	Alagappa University	Alagappa University	75%	2022
B.E Mechanical Engineering	Anna University, Chennai	Dr NGP Institute of Technology, Coimbatore	71%	2018
HSC	State Board	Sri Vijay Vidyalaya Matric.Hr.Sec School	84%	2014
SSLC	State Board	Sri Vijay Vidyalaya Matric.Hr.Sec School	88%	2012

## Software Proficiency

- Software known: Auto Cad (Drafting, modeling and Analysis tool, product design), SolidWorks, CREO, ANSYS.
- Office suite: MS-Office.

## **Professional Experience**

### **STAR WOMAN DEVELOPMENT SOCIETY**

**(OCT 2020 To JAN 2024)**

#### **Roles & responsibilities:**

Designation: Administrative Manager

- To oversee all support and clerical work within a company, Business Development Management.
- To Managing Financial Records, Fund raising, Social events and gathering.
- Maintaining the loan data, supervise day-to-day support activities, coordinate clerical tasks and Team leads.
- Recruiting, training, money management, managing employees and volunteers.
- Financial Advice to groups.
- Handling CRM tools, Digital Marketing, Social Media Management.

### **AVIVA LIFE INSURANCE, COIMBATORE**

**(OCT 2018 To OCT 2020)**

#### **Roles & responsibilities:**

Designation: Sales Manager, Agency channel

- To recruit financial planning advisors.
- Training FPAs and drive them to achieve business targets.
- Lead Generation, Customer Handling, Tele calling, Inside and Field Sales

#### **Key achievements:**

- Completed probation in fast track (0th month)
- Highest recruitment in the year 2019
- Achieved pan India 9th rank in NAL
- Qualified for regional convention in JFM'2019
- Branch wise highest business in JFM'2020

### **BHARATHI CRYPTOTECHNOLOGY, COIMBATORE**

**(OCT 2017 To SEP 2018)**

#### **Roles & Responsibilities:**

Designation: Marketing Manager

- E – Commerce, Websites, Professional Mobile application product sales through Tele calling, Executive Agents and company leads.
- Presales and Post sales assistance, CRM, Sales strategy Development.
- Product and sales training to Executive Agents.

## **Additional Experience**

### **Business Development Management**

#### **SRT TOURS & TRAVELS, HOSUR**

##### **Roles & responsibilities:**

Designation: Managing Director

Experience in CRM tools, implement Innovative Business Development strategies, Operation

##### **Key Contributions:**

- Establishing and managing key accounts.
- Ensuring quality customer service, managing client relations.
- Plan, organize and prioritizes daily operations

#### **AKM IAS & NEET ACADEMY**

Designation: Administrator, Guest lecture, Business Development Manager

To managing staffs, ensuring compliance with policies and procedures, tele calling overseeing the budget and ensuring the organization meets its operational and financial goals.

To planning teaching including Lectures, Seminars, Motivational speech, Tutorials and Learning materials.

#### **G-SHOPS**

Designation: Business Development Manager

To managing staffs, Cold calling, Advanced call Routing, CRM tools, Pre-sales ,B2B, B2C, Cloud services, Digital Marketing and Website Development sales.

Generate Lead from international market, Email marketing, Data Mining, Database Development, Data Searching on platforms and IT Infrastructure Solutions.

#### **SYSRA MART TECHNOLOGIES**

Designation: Senior Business Development Manager

To generate leads, data collection for better connecting with clients and prospects.

To promote and selling of Ecommerce, Mobile Application, website Development, Social Media Marketing, IT product and services to customers.

Cold calling, Making Multiple outbound calls, run email campaigns, Closed-loop feedback. Presenting and Negotiating service renewal contracts.

## Hobbies

- Music
- Chess
- Reading books

## Personal Traits

- Creative and logical.
- Problem solving ability.
- Co-operative and keen observer.
- Helping Tendency.
- Leadership and team maintenance.
- School people leader.
- Worked part time as a team leader in various network marketing fields.
- Participated in SAE competition.
- Voluntaries in social sectors.
- Coordinator of academic events.
- Franchise in Investment Trading Company.

## Personal Profile

Name:	R Thavaprakash
Date of Birth:	16/09/1996
Gender:	Male
Marital Status:	Unmarried
Father Name:	P Raghu
Mother Name:	S Jayalakshmi
Language Known:	Tamil, English
Communication Address:	1/279, Maniyambadi Post, Pappireddipatti Taluk, Dharmapuri - 635303

I hereby declare that all the details furnished here are true to the best of my knowledge.

DATE:

PLACE:

Yours sincerely  
R Thavaprakash