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No: 1/9b, Flat no.3, Venkateshwara nagar,
Ramapuram, Chennai- 600089.

Date of Birth: 4th March 1989 (29years)

To seek a position with a well established company where I can maximize my management and sales skills

Education:

2014:2016	M.B.A- Marketing Management BHARADHIDASAN UNIVERSITY, TRICHY,	64%
2006:2010	B.TECH -Information Technology ANJALAI AMMAL MAHALINGAM ENGINEERING COLLEGE, KOVILVENI, THIRUVARUR	64%
2005:2006	HSC State Board- Biology Stream KURINJI HIGHER SECONDARY SCHOOL, NAMMAKAL	65%
2003:2004	SSLC state Board NATIONAL HIGHER SECONDARY SCHOOL, MANNARGUDI.	89%

Work Experience:

Intelligent soft solutions (August 2010 to August 2016)

Business development executive: Corporate Sales, Customer Relationship Management, Direct Marketing, Market Research, Forward Planning and Strategy.

YRO Systems Private Limited, MOCDOD (August 2016 to September 2018)

Senior Sales Manager: Business to Business Sales, Lead Generation, Customer relationship Management, Achieving Targets, Attending Meetings, Customer Support and Cold Calls, Problem Solving and Delegation.

Overall Activities:

- Supervise and guide the clients to ensure marketing objectives are met.
- Regular Visit of existing clients.
- Creating and maintaining healthy list of prospects.
- Provide feedback on competitor's activities and market intelligence on regular basis.
- Acting as a single point of contact for clients. Maintain a direct contact with all the clients in order to enhance client satisfaction, market share, and brand image of the company.
- Maintaining good rapport with the competitors and local authorities.
- Planning and implementation of campaigns, advertisement & Promotions in line with the group's norms.
- Expansion of business segments in an efficient and time bound manner
- Ensuring Group's safety, security, environment and ethics standards are understood and followed in all the business segments.

Corporate sales:

- Management of Corporate Sales Activity
- Assisting Technical and sales Team to resolve the issues.
- Provided Technical Training to all corporate clients.
- Preparing forecast for all resource allocations and designed required strategies.
- Consistent Coordination with cross functional teams such as implementation and Technical Team for solving issues if any.
- Frequent visits to client Offices. (Visit report submitted through online portal)
- Organizing Stalls & Service campaigns.
- Frequent customer visits to know the service level and quality.
- Organizing client meeting for collection of innovative ideas, providing solutions for their issues if any.

Customer relationship management

- Generating leads by getting user industries database, cold calls, with a proper business plan.
- Converting enquiry to leads by offering effective presentation on company, products and services.
- Submitting Quotations, Price Negotiation and order finalization.
- Coordination with technical and Operations Department for smooth implementation & commissioning of the signed projects without any delay.
- Visiting the existing customers frequently to analyze and resolve the issues if any.
- Collecting references from existing clients by maintaining good rapport to generate new leads.
- Clarifying the account related, payment related issues if any.

Accomplishment & Skills:

- Signed 3D architectural walkthrough projects with educational institutions.
- Signed website and web portal orders to different set of business units.
- Signed ERP management software with hotel industries, educational institutions and business units.
- Maintained professional and cordial relationship with all partners and clients, thereby, enhancing the brand image of the company.
- Attended Training on Sales performance.
- Handled a team and motivated them to push the sales.
- Worked on the E-learning projects by monitoring the team and involved in overall activities.
- Signed more Clinic and Hospital clients in the Healthcare domain MOCDOC.
- Successfully completed implementation of software in reputed hospitals.
- Lab management software (LIMS) demo and presentation has given to TN Government in directorate of medical sciences department.

Hobbies and Interests:

- Listening to Music
- Watching television
- Browsing

Additional Information:

- Language competencies include English and Tamil
- Willingness to accept responsibilities
- Adaptable to situations

Hereby, I declare that the details above are correct and true to the best of my Knowledge.

Signature:**Date:**