

YUVANESH R

BUSINESS DEVELOPMENT MANAGER

PROFILE

Self-motivated, highly personable, results oriented person with over sixteen years experience seeking a challenging and rewarding career in a diverse environment where my strong work ethic, education, and expertise can be used to help promote the mission and exceed team goals.

Employment History

Business Development Manager, M/S Perfect Groups, Coimbatore, India (November 2018 – Present)

INDUSTRY –Manufacturing of Wooden Packaging and Coating Process

- Find potential new customers, present to them and ultimately convert them in to clients.
- Continue to grow business in the future by means of implementing tactics in line with company image.
- Manage existing clients and ensure they stay satisfied, positive and remain in good standing while promoting growth in sales.
- Call on clients, make presentations on solutions and services that meet or predict their client's future needs.
- Plan persuasive approaches and pitches that will convince potential clients to do business with the company.
- Develop a rapport with new clients, and set targets for the sales team while providing support that will continually improve the relationship.
- Grow and retain existing accounts by presenting new solutions and services to clients.

Business Development Manager, M/S Goodwin Qatar WLL, Doha, Qatar (April 2015 – October 2018)

INDUSTRY – Manufacturing of Glass Reinforced Plastic (GRP)

- Meeting potential clients by growing, maintaining, and leveraging network to ensure a robust pipeline of opportunities.
- Identify potential clients, and the decision makers within the client organization.

CONTACT

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Skills

Business Analysis

Business Development

Business Management

Business Strategy

Business Intelligence

Communication and Negotiation

Employee Training

Leadership Skills

Knowledge of MS Office

Marketing and Sales

Language

English

Tamil

Kannada

Hindi

INTERNATIONAL EXPERIENCE

QATAR & OMAN

- Manage vendors for infrastructure including delivery, construction, water, sewage, electrical, and communications.
- Work with team to develop proposals that speak to the client's needs.
- Handling objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Work with technical staff and other internal colleagues to meet customer needs.
- Identifying opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
- Ensure that data is accurately entered and managed within the company's sales management system.
- Train, mentor, and shadow sales team members, including appointment setting, outbound cold calling, prospecting and negotiating sales contracts with new and existing clients.
- Managed all vendor relationships, lead pipeline and direct marketing sales campaigns.

Business Development Manager, M/S Al Jassar LLC, Muscat, Oman

(February 2012 – December 2014)

Industry – Trading and Contracting - Home and Office Furniture

- Maintain membership records through the database; updates member records; compiles and prepares reports and presentations including research as needed.
- Assist in the development and enhancement of member benefits, while monitoring and managing current member services develop, implement, and manage strategic member recruitment and retention plan..
- Assist with a web site, including back-end registration, membership and events portions.
- Manage all administrative elements of the membership database, processes membership applications (online and print).
- Ability to think outside the box, meets tight deadlines, and be flexible.
- Work closely with recruiters to ensure account maintenance and maximum revenue development.
- Responsible for new account acquisition, profitability targets, relationship management, cross functional collaboration and promotional activations.
- Exceeded goals by a minimum of 10% each quarter, outpacing the division each period through customer relationship and targeted sales focuses.

Sr.Sales Executive, M/S Sharikah Fanniyah Omaniyah, Muscat, Oman

(November 2010 – January 2012)

Industry – Trading and contracting – Home Furniture (Gautier Furniture- France based brand)

- Designed, managed, implemented sales efforts, request for proposal & negotiation.
- Documenting and tracking all opportunities in planning activities, action items, etc.

- Developed and executed marketing and sales strategies to increase new customer base and existing client retention.
- Developed long-term strategic sales plans for potential developing markets.
- Responsible for all aspects of the sales related concept for the company website and all company literature.
- Maintain positive working relationship with furniture manufactures and sales team to achieve revenue goals.
- Analyze and process customer orders accurately.

Sales Executive, M/S K.K. Birla Group, Bangalore, India

(July 2006 – October 2010)

INDUSTRY – Manufacturing of Home furniture – Styles Spa Limited

- Maintain up-to-date knowledge about furniture products.
- Analyze customer needs and recommend appropriate furniture.
- Answer customer queries regarding furniture products.
- Coordinate with sales team to establish selling strategies and deals.
- Work with sales team to maximize sales and profitability.
- Ensure that furniture is delivered to customers in a timely manner.
- Develop action plans to achieve sales objectives.
- Provide outstanding customer services before and after the sale.

EDUCATION

B.Com (CA) - Bachelor of commerce in Computer Application, Sri Krishna Arts and Science College, Coimbatore, India
(May 2001 –April 2004)

MBA (Finance) - Master of Business Administration, Alagappa University, India
(Aug 2004 – July 2006)

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