

ANUSWETHA A

NO: 16/17 RAJAJI COLONY,

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CAREER OBJECTIVE

To reckon my career in a progressive and competitive environment and to bring accolades to the organization as well and to improve my technical knowledge and also to serve the society with the knowledge gained.

ACADEMIC QUALIFICATION

Degree	Name of the Institution	Board/ University	Year of Passing
MBA Masters in Innovation and Entrepreneurship	Riga Technical University, Europe	Europe credit points	2021, June
B.E Electronics and Instrumentation Engineering	Sri Sairam Engineering College, Chennai.	Anna University, Chennai.	2019, April
Higher Secondary	A V Meiyappan Matriculation Higher Secondary School, Virungambakkam, Chennai.	State Board (Tamil Nadu)	2015, March
SSLC	A V Meiyappan Matriculation Higher Secondary School, Virungambakkam, Chennai.	State Board (Tamil Nadu)	2013, March

WORK EXPERIENCE**1. JAASS PACKAGING INDUSTRIES – August 2020 to present****Designation – Sales Manager****Job Responsibilities**

- Meeting with the clients virtually and in person to close the deal.
- Demonstrating and presenting the product.
- Reviewing Sales Performance.
- Maintaining the efficient CRM.
- Coordinating with the team and guiding on to achieve the sales target.

- Negotiating the contracts and packages.
- Maintaining accurate record of sales track.
- Planning the month on month target for the sales team.
- Sharing the knowledge with the team.
- Driving the team to achieve the monthly and annual targets.

2. UNIVERSAL BUSINESS SYSTEM – November 2019 to June 2020

Designation – Sales Consultant

Job Responsibilities

- My primary operation as a sales consultant was to close the deal (selling airline ticket) on call with the customer.
- Handling both inbound and outbound calls.
- Cold calling.
- Following up customer through email and call.
- During this period i learnt the tips and tricks on how to sell a product and identifying the needs of the customer and to build a rapport with the customer to close the deal.
- Gained knowledge in sales operations.
- Working closely with the team to achieve the month on month sales target being set.

3. RIGHTCHOICE PACKAGING COMPANY- September 2018 to March 2019

Designation – Marketing Intern

Job Responsibilities

- Supporting the marketing team in their daily administrative tasks.
- Visiting the customers assigned; face to face marketing.
- Conducting market research to identify the buyers.
- Attained the knowledge on the secret hint of selling the product.
- Identifying the unsatisfied need of the consumer.
- Helping with the marketing campaigns.

INTERNATIONAL & NATIONAL CONFERENCE

- Presented a paper titled “**Clean Energy Fabricator** ” in the International Conference on Recent innovation in science & Technology on 19th March 2018.
- Presented a paper titled “**Instant Emergency Aid and alert system using smart watch**” in the INSTRUBLITZ 2K17 in Easwari Engineering College on 12th September 2017
- Presented a paper titled “**Circumspect critical Health**” at STROM 2K17 in Loyala-ICAM College of Engineering and Technology, Chennai on 19th August 2017.

IMPLANT TRAINING

- Underwent 5 days implant training in **Signal and Telecom Department** at Southern Railway, Chennai (05.12.16 to 09.12.16)
- Underwent 3 days Internship training in **IOT**(Internet Of Things) from 01.06.18 to 03.06.18

HONORS AND AWARDS

- Won **F i r s t** place in “SAI PROTRONICS’18 (project exhibition) for presenting our project “**Clean Energy Fabricator**” conducted by Sri Sairam Engineering College on 15th March 2018.
- Won First Place in “TEKMAZE 2018” (National Level Project contest) for presenting our project “**E-Power Erector**” conducted by SMR-TRP Engineering College , Tiruchirappalli on 23rd March 2018.
- Achieved a World Record under the theme “**World Biggest International Hands-on Security Forensics Workshop**”. (Record ID- HA-WRHCH 3455).

WORKSHOPS

- Attended the two day workshop on “**MatLab /Simulink with real time Arduino interfacing**” organized by Rajalakshmi Engineering College by September 19th and 20th 2017.
- Attended three days “**Entrepreneurship Awareness Camp (EAC)**” organized by IEDC on 17th to 19th July 2017.
- Completed **Robotic program conducted at IIT Madras Research Park** from 26th February to 2nd April 2017.
- Attended Autonomous **Robot Workshop** conducted by SP Robotics Works Pvt . Ltd. On 22nd September 2016 and 23rd September 2016.

STRENGTHS

- Punctual in given work
- Quick in Adapting to any environment
- Proficient Communication skill

PERSONAL DETAILS

Date of birth	15 July 1998
Father’s Name	MR. N. Achuthan
Marital Status	Single
Nationality	Indian
L a n g u a g e s K n o w n	Tamil E n g l i s h

DECLARATION

I hereby declare that all the information furnished above are true to the best of my knowledge.

Place: Chennai

(A. Anuswetha)