

RAGHUNATH V

Business Development Manager



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Creative Business Development Manager with impressive track record of improving sales and growing company customer base. Innovative program management, strategic planning and team leadership skills. Successful team builder with exceptional communication abilities.



Work History

2023-08 - Current



Business Development Manager

Prodex Technologies(eGrabber), Chennai

- Reached out to potential customers via telephone, email, and in-person inquiries.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Generated new business with marketing initiatives and strategic plans.
- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Developed new proposals, contracts and procedures to draw in more clients and streamline work operations.

2022-06 - 2023-03



Inside Sales - Senior Associate

KG Information Systems Pvt Ltd, Coimbatore

- Developed new sales opportunities through development and rollout of promotional plans.
- Trained and supported new team members, maintaining culture of collaboration.
- Greeted customers and offered assistance for increased customer satisfaction.
- Managed customer relations through communication and helpful interactions.
- Liaised with customers to assist with computing operations and resolve concerns.
- Identified customer needs and wants to enhance customer experiences and boost sales.

2021-08 - 2022-05



Business Development Manager

ProdEx Technologies (eGrabber), Chennai

- Coordinated innovative strategies to accomplish marketing objectives and boost long-term profitability.

- Collaborated with sales and marketing departments to support business objectives and client acquisition.
- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Reached out to potential customers via telephone and email.
- Supported marketing teams, creating, deploying and optimizing campaigns for clients.
- Generated new business with marketing initiatives and strategic plans.

2018-08 - 2021-08

● **Business Development Manager**

EXIMIO SERVICES & SOLUTIONS PVT LTD, Chennai

- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Negotiated, prepared and signed contracts with clients.
- Uncovered and qualified prospects and sales opportunities in targeted markets using external resources.
- Generated new business with marketing initiatives and strategic plans.
- Completed and submitted monthly and yearly reports to support executive decision making.
- Performed research to uncover potential target areas, markets and industries.
- Reached out to potential customers via telephone, email and social media
- Prospected new weekly leads with diverse strategies, including cold calling, site visits and customer referrals.
- Coordinated innovative strategies to accomplish marketing objectives and boost long-term profitability.

2017-05 - 2018-08

● **Senior Tele Researcher**

MERIT SOFTWARE SERVICES (P) LTD, Chennai

- Conducted research, gathered information from multiple sources.
- Database building and validation for clients.
- Exceeded goals through effective task prioritization and great work ethic.
- Demonstrated respect, friendliness and willingness to help wherever needed.

2015-04 - 2017-05

● **Senior Specialist**

HEXaware TECHNOLOGIES, Chennai

- Significant understanding of Immigration laws and visa policies.
- Providing end to end information on visas and passports.
- Scheduling appointments for applicants in order to appear for application submission.
- Escalating cases where passports do not arrive as per TAT.
- Coordinating with VAC staffs to resolve complicated cases.
- Weekly performance reviews with clients based on missions (Countries)
- Followed all company policies and procedures to deliver quality work.

2011-03 - 2015-03

● **Senior Process Associate**

QUSCIENT TECHNOLOGIES, Chennai

- Identified and resolved process issues to encourage smoother procedures, more efficient workflow and overall business growth.

- Partnered with cross-functional teams to conduct thorough discovery and due diligence on existing processes.
- Met all deadlines, including month-end reporting objectives.
- Participated in special projects upon request from department manager.
- Identified modifications to processes and procedures that would promote better efficiency.

2010-02 - 2011-02

- **Process Associate**

Arsenal Solutions, Chennai

- Identified and resolved process issues to encourage smoother procedures, more efficient workflow and overall business growth.
- Partnered with cross-functional teams to conduct thorough discovery and due diligence on existing processes.
- Determined and recommended methods to address improvement opportunities.
- Developed standard operating procedures and document workflows for current and future process steps.



Education

2006-08 - 2010-02

- **Bachelor's in Production Engineering**

Government College of Technology - Coimbatore

2005-06 - 2006-04

- **Higher Secondary**

Spic Nagar Hr Sec School - Tuticorin