

# RAJESH SIVAKUMAR

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## SENIOR BUSINESS DEVELOPMENT MANAGER

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### PROFILE

Dynamic result driven sales strategist with over 18 months of experience in the field of sales and demonstrated solid revenue growth while providing visionary sales leadership in highly competitive markets securing customer loyalty. Seeking to bring my proven track record into a management position.

### CONTACT

#### RAJESH SIVAKUMAR

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### EXPERIENCE

SENIOR BUSINESS DEVELOPMENT MANAGER | B YJ U' S EDTECH

October 2020 - Present

- Handling 8 Business Development Managers and 120 Business Development Associates since I took charge as a Senior Business Development Manager.
- Managed to make a average revenue of 87.26 lakhs per month and maintained the same even during the sale off period.
- Won “**BEST PERFORMING SENIOR MANAGER**” award for FY 2020-2021.
- Handling the training of the new managers.
- Took in charge of training the Business Development Managers and their Business associates of the entire TN south region within 2 months of becoming a Senior Manager.
- Tracking the conduction and sales numbers of the managers and making sure they complete their SOP on time.
- Promoted as a Senior Manager after just 16 months of working as a Business Development Manager.
- Junior most and the Youngest Manager in the vertical to be promoted as the Senior Business Development Manager.
- 9 BDAs were promoted to BDMs under my mentorship.

## BUSINESS DEVELOPMENT MANAGER | B Y J U' S EDTECH

June 2019 – Oct 2020

- Promoted within the first year as the direct product and regional sales manager for the world's largest EdTech Company.
- Build a full-scale sales operation from the ground up developing sales strategies paving a way for future managers who had the potential.
- Serving as team manager, leading a team of 15 creative and diligent sales staff.
- Successfully expanding the marketing reach of the products into the other regions of south Tamilnadu (H&S) thereby increasing the sales to a whopping 20% per workweek.
- Received the "**Best sales manager**" award for achieving the highest team revenue for 6 consecutive months.
- Maintaining a consistent revenue of 15-20 lakhs per week leading the team.
- Lead the team in maintaining a minimum RTN (Return /Not Confirmed orders) rate.
- Also made the team maintain a minimal retention rate.
- Was selected as the best performing Manager to visit Indonesia as a congratulatory hamper.

## BUSINESS DEVELOPMENT EXECUTIVE | B Y J U' S EDTECH

May 2018 – June 2019

- As a Business Development Executive, my job had three responsibilities
  - to identify new sales leads
  - to pitch our extensive product line-up
  - To maintain fruitful relationship with existing customers.
- I was awarded "Star Performer" after I achieved one of the highest sales targets in my group.
- Achieved revenue of 1 crore within a year.
- Was selected for a trip to London to witness WORLD CUP 2019 (Ind Vs Pak) as the top salesman of the financial year 2018-2019.

## EDUCATION

Kumaraguru college of technology (KCT)	Vidhya Vikaas Matric Hr. Sec. School	Infant Jesus Matric. Hr. Sec. School
B.E (Computer Science & Engineering) 2014-18 65%	12 <sup>th</sup> State Board 2012-14 95%	10 <sup>th</sup> Matriculation 2011-2012 96%

## ■ EXTRACURRICULAR

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- Organized the biggest Cultural event 'Yugam' of the college.
- Participated in the Covai Open mini marathon during World disability day celebration
- Received **Yuva kala Bharathi** for mastering in Mirudhangam.

## ■ LANGUAGE PROFICIENCY

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- ✓ English
- ✓ Tamil