



S RAMACHANDRAN

IMMIGRATION AND SALES MANAGER

CONTACT

- +91 9000027710
- karthikram1075@gmail.com
- Hyderabad, India.
- www.reallygreatsite.com

EDUCATION

2015 - 2018

TELANGANA UNIVERSITY

- Bachelor of Business Management

SPECIAL SKILLS

- Revenue Expansion
- Strategy
- Leadership

LANGUAGES

- English (Fluent)
- Tamil (Fluent)
- Telugu (Fluent)
- Hindi (Intermediate)
- Malayalam (Basic)

PROFILE

I'm an enthusiastic sales professional who excels at motivating others to achieve record sales numbers. Results- oriented sales professional with 8+ years of experience in consumer products and a proven track record of exceeding monthly sales quotas. My career accomplishments include several awards for having the highest sales. I have achieved my impressive sales outcomes through methods that are honest and representative of organizational character.

As a leader I committed to motivate my team by nurturing relationships, providing reasonable sales goals and working alongside my colleagues. In-depth knowledge of effective sales strategies and exceptional presentation skills. Analytical thinker with the ability to perform well under pressure. Goal- and team-oriented with strong leadership skills and a commitment to team quotas.

WORK EXPERIENCE

- Infinite Overseas, Hyderabad, India** 06/2023 - Till Today
Sales Manager- Study Visa & Immigration

It is first branch in India and It is an Australian Based MARA Company; I have helped to build the team and trained them on Immigration and study visa. I'm also responsible for Lead generation, and being a new firm in India when I joined, currently the firm has more than 8 employees for Immigration and Study Visa, I was solely responsible for revenue generation.

- Gradfest Overseas, Hyderabad, India** 05/2022 - 03/2023
Sales Manager- Study Visa & Immigration

It is first branch in India; I have helped to build the team and trained them on Immigration and study visa. Accomplished given target over month on month and expanded the team from 1-12 in the span of 6 months. Started interacting with various business partners in India and abroad to set up a partnership, I was solely responsible for revenue generation.

SKILLS

- Strategic Sales & Marketing
- Training Development
Aptitude
- Leadership
- Problem Solving
- Strategic Planning
- Decision Making
- Customer Relationship
Management
- Recruitment
- Quick Learner
- Guest Relations

SKILLS

- In the span of 1 year, I have been the top performer in the given team.
- Won TONY Award in Y Axis for one of the best performers of an year.
- Rewarded 4 times from the client for annual best performance.
- Rewarded almost 18 times as the best performer for the month.

Roles and Responsibilities:

- Giving a team a target and working with them to achieve the target.
- Responsible for organizational growth.
- Ensure targets are delivered through people management, performance review, reward and individual recognition.
- Understanding the marketing conditions and creating and implementing new methods to achieve our target.
- Preparing the report as needed.
- Working with management closely and making them up to date.
- Taking care of Study Visa & Immigration team.
- Planning the focusing on the team's target
- Motivating the team and understanding their needs.
- Responsible for team target & team growth
- Training the team on a new product and training a fresher's as well
- Taking care of Process team/Documentation team
- Reviewing the Process and sales team accounts
- Giving one to one feedback on performance
- Co-ordinating with Marketing Team to run a ad and campaign
- Designing the ads campaign

- **Texas Review, Hyderabad, India.** 07/2020 -12/2021
Senior Immigration Consultant & Study Visa Councillor

I joined as a Senior Immigration Consultant & also start focusing on Study Visa Counseling as well. I have achieved 5 consecutive times as a best sales performer of a month and was also one the top performer of the year. During this time, I have also learnt about Study Visa Process for Canada and USA, and start counseling the student as well. Later I was given opportunity to work exclusively on Study Visa due to my interest.

- **Y Axis Overseas Careers, Hyderabad, India** 10/2016 -02/2018
Senior Immigration Consultant & Study Visa Councillor

I joined as a Immigration Consultant, being a new comer, I have shown great interest to learn the product and start focusing on sales. I have managed to achieve close to 58 Lakh in first year itself and was also awarded for this in annual general meeting, and achieved several times best sales performer of the month. I was also given chance to work in Middle east and UK.

Roles and Responsibilities:

- Specialist in PR Visa, Study Visa, Visit Visa and Entrepreneur Visa Category.
- Understand the client requirement and helping them in finding the best country to either Study, Work or Settle.
- Provide necessary information to the clients on all the Study & Immigration rules pertaining to the country visit or an employment necessary.
- Advice the client on the best way of obtaining the Work Visa, Study Visa or the Permanent Residence Visa, and also other visa's by providing the correct process.
- Intimate the all the legal rules which are required for the process as per the Immigration Regulation and also provide assistance to the clients in the legal procedures if required.
- Help the client in filling the Immigration & Study Papers with the respective consulate and also assist them.
- Providing the proper check list of documents for the respective process.

TRAINING & CERTIFICATION

- Lean Trained and Certified
- Sig Sigma Trained

TECHNOLOGY

- Microsoft Office
- Delphi Sales

- Conduct the surveillance on various documents to ensure that clients are submitting genuine documents and reports all the fake documents if necessary.
- Having proper follow up with the clients and making them understand the importance of initiating the process at the earliest by the explaining the rules and giving the practical examples to relevant it.
- Have been taking the second call to close the case/ sales.
- Train the new consultant and ensure that they carry full knowledge about all the products.
- Prepare the Evaluation Report and suggesting the roles to the clients.
- Handling the Escalated client and provide them the best possible solution.

● Genpact, Hyderabad

Call Quality Analyst and Management Trainee.

09/2011 -8/2016

I have started my carrier with Genpact, I have joined a Process Associate and got promoted as a Process Developer, and later was promoted as a Management Trainee for an International Collection Process.

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Declaration:

I hereby declare that the above-mentioned information is true to the best of my knowledge and belief and I bear the responsibility for the correctness of the above-mentioned particulars.

Date:

Hyderabad