

Joseph Arulraj

Business Development Executive

josepharulraj@outlook.com

Summary

I am a person who is more creative in doing Things.

I would like to inspire people mind as a best management professional, where I can contribute my skills.

I keep working on new Concepts , and I would like implement something New in Life

Creativity Works

Experience

Business Development Executive at estateace

July 2013 - Present (10 months)

1) Strong leadership skills, Self-motivated, enthusiastic, Adjusts content of sales presentations by studying the type of sales outlet or trade factor.

Relationship building;

Researching the market and related Services

Presenting the product or service in a structured professional way face to face.

Listening to customer requirements and presenting appropriately to make a sale

2) Make Cold daily calls to real-tors and agents to create prospects and then convert to leads.Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.

3) Ability to achieve monthly target

4) Must be able to manage and drive the Business , implement new strategies to promote business

5) Link Building Works, Social Media Management

6) Good Internet Knowledge .Ensure Service is delivered promptly and Document Reports

7) Develop and maintain good relationship with customers

Provides historical records by maintaining records on area and customer sales.

Projects

A stock maintenance in Match Factory

May 2010 to Present

Members: Joseph Arulraj, Joshua Thomas George, Santhan

Done this project based on the stock maintenance in the field of JAVA

A Study on Employee safety measures in Amsha Overseas

June 2012 to Present

Members: Joseph Arulraj

Done this project in MBA. How Safety Measures is measured implemented in Match Factories.

Languages

English

(Professional working proficiency)

Tamil

(Professional working proficiency)

Hindi

(Elementary proficiency)

Courses

Independent Coursework

Big data Hadoop

Skills & Expertise

Market Research

Team Management

Business Analysis

Strategic Planning

Project Management

Windows

PowerPoint

English

Microsoft Office

Negotiation

Social Media

Microsoft Excel

Microsoft Word

Entrepreneurship

Manufacturing

Outlook

Customer Service

Online Marketing
FMCG
Team Leadership
Decision
Analyzer
Problem Solving
Photoshop

Education

Velammal institute of technology

MBA, Operations and Marketing, 2011 - 2013

2 recommendations available upon request

Karunya university

Bachelor of information technology, 2007 - 2011

KRIMS matriculation school,coimbatore

sch, Mathematics and Computer Science, 2005 - 2007

Test Scores

MAT

March 2010 Score:624

Management Aptitude Test (MAT) is a standardised test being administered since 1988 to facilitate Business Schools (B-Schools) to screen candidates for admission to MBA and allied programmes

The national apex body of the management profession in India.AIMA undertakes a host of management related activities and initiatives.

Certifications

Big Data Architect

BIGDATATRaining.IN January 2013 to April 2013

Interests

Decision Making,News Feeds,Analyst,Social media,Interested in joining start-ups,digital photography,Team player,

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2 people have recommended Joseph

"He is a Nice and Creative Person . I have learnt a lot from Joseph .. His His Creative Works will surely make him to go Higher and Higher . All the best , Keep Going Joseph"

— **Balaji M**, *Student, Velammal institute of technology*, studied with Joseph at Velammal institute of technology

"Joseph and me used to discuss a lot of businees ideas. He is always supportive and we are in a brick and motar phase with our www.brandme.co.in"

— **Leo Prabhu**, *Student, Velammal institute of technology*, studied with Joseph at Velammal institute of technology

[Contact Joseph on LinkedIn](#)