**Chandra Mouli**

**Mobile:** 09886714155

Email: moulee007@gmail.com

**To pursue a growth oriented career in an organisation that can give a scope to apply my knowledge and skills in tune with the latest trends and be a part of the team that dynamically works towards the growth of the organisation.**

**GREYTIP SOFTWARE PRIVATE LIMITED, BENGALURU**

**Position: Business Development Executive [ lead generation/client acquisition/key accounts management]**

**Duration: March 2017 till Now.**

* Hunting and generating leads through various means which includes both online and offline resources.
* Following up with the leads generated by our marketing and sales development team, and understanding their current pain points and requirements.
* Showcasing how greytHR can address their current pain points and requirements, by performing product demos of the greytHR platform and providing them with solutions to HR, Payroll or Compliance questions (by coordinating with the internal Learning and Development team).
* Closing the client in the shortest window possible which includes handling final negotiations related to pricing and contracts
* 5. Taking ownership of the onboarding process for every client, which includes working with the client to ensure that all data is received accurately and on time, and working with our implementation team to ensure all clients processes are setup appropriately

**NAXR LOGISTICS PRIVATE LIMITED, BENGALURU**

**Position: Business Development Executive [ lead generation/client acquisition/key accounts management ]**

**Duration: August 2015 till May 2016.**

* Develop leads through various means and reaching out to the potential client through cold calling or meeting in person.
* Developing new business for the company through approaching new business customers, as defined in the local sales KPIs
* Develop a new business prospect listing to ensure that future new business development is planned in advance.
* Generate and distribute simple specific reports as required in alignment in position.
* Maintain all account and new business approaches and outcomes in C-view.
* Responsible for the management of the RFQ response documents coming to the company for contract logistics business
* Maintain close working relationships with the Customer Service, Operations and partnered Logistics team.
* Focus on winning and keeping profitable business.
* Maintain and manage the financial forecast and cost module projections for new business submission.
* Work with logistics engineers in development of resources planning.
* Undertake cross selling and up selling within existing customer base to further develop account potential through air freight, road freight, value added products and contract logistics.

**PEOPLE SOURCE CONSULTING PRIVATE LIMITED, BENGALURU**

**Position: Business Development Executive**

**Duration: June 2014 to May 2015.**

* Manage accounts and meet or exceed targets relating to revenue growth, activities, profit margin, mix of products and services sales, client retention and client acquisition.
* Adhere to all quality standards and processes, for the acquisition of customers, opportunities and submission of tender and contract documents.
* Bid management processing and manage order levels maintaining the CRM database.
* Provide regular feedback to senior management about marketplace and competitor activity.
* Develop effective working relationships with clients through regular meetings and identify and obtain further sales and business development opportunities.
* Work with and Group marketing to develop marketing campaigns to support Sales Strategy. Generate new business and raise awareness of other company products.
* Identify requirements for new products & services to anticipate and potentially lead the market.
* Apply Companywide project management standards in preparing bids and contracts, responding to client needs and managing the lead generation process from opportunity identification to customer sign off.
* Coordinate with management and clients to identify business development opportunities with existing and new clients.
* Work with the team to achieve short and long-term revenue and profit growth.
* Update and maintain customer information database on regular basis.
* Participate in meetings to report business prospect and status updates to management and clients.

**Educational Credentials**

### Graduation : Bachelor of Engineering in Mechanical Engineering From Bangalore Institute of Technology (VTU)

(2005-2012)

**Aggregate : 54.14%**

**P.U.C :** PCMB from Christ Junior College (2003-2005)

**Aggregate : 64*%***

**Schooling :** A.S.C Public School [CBSE]

**Aggregate : 80.80%**

**Personal Profile**

Date of Birth : 17th December , 1986

Nationality : Indian

PAN number : AWKPC2375G

Address : #6,24th 'F' cross, Egipura ,Viveknagar post, Bangalore-47