

# Business Development –International Sales

**Thangaraj DS**

**Email:** nivedha.thangaraj@gmail.com

**Phone#** 91-80-9880911404

**Address:** NO 16/10, New Thimmaiah Cross, Jeevanahalli, Bangalore - 560005

## Core Competencies

- Forward Looking, Proactive professional, offering **3.10 years** of experience in **IT Business Development, Inside Sales, Account Management**.
- Currently working with **Volen Software Services (P) LTD** as an Sr.Executive-Business Development. **Volen Software Services (P) LTD is an ISO 9001:2008 Certified Software Development Company**.
- Well versed with areas of **Inside Sales, Pre Sales, Account Management, International Client Relationship Management**.
- Extensive experience in **Market Research, Lead Generation, Demand Generation, Prospecting, Account Development, Cold Call, Email Campaign** activities & executing innovative Business Development sales plans & strategies.
- Proven skills in maintaining **Business Relationship** and analyzing business problems. Excellent communication and interpersonal capabilities.

## Work Experience

**Current Organization: Volen Software Services (P) LTD**

**Current Role: Sr.Executive-Business Development**

**Duration:** 1.10 Years (July 2011 to till date)

### **Key responsibilities: (International Clients Handling)**

- Responsible for selling product/services to new Enterprise customers, this includes the entire sales cycle from Identification, Prospecting, and Development to sales closure.
- Identify sales opportunity and new Accounts by cold call, email campaign and through other business networks.
- Through market research, Provides expertise input on market trends, customer's equipment and application needs to extended, to Management.
- Create, build, and nurture customer relationships for assigned Accounts, Account responsibility and Works independently.
- Account Management through interaction with the customer and increase customer satisfaction.
- Aggressively reviews account activities in pursuit of new business or up-selling opportunities and Act as single point of contact for an account.
- Develop long term C-level relationships and Provide high touch Account Management throughout business cycle.

## Business Development –International Sales

### **Notable Contribution:**

- Bagged the Document Management System (DMS) & Digitization project from Viatron System Inc, USA (California).
- Bagged the Database Application project from Bodhi Group, USA (San Francisco).
- Got requirement for Document Management System (DMS) & Digitization from Lexdata, Australia (Sydney).
- Got requirement for Document Management System (DMS) & Digitization from GAP International, UK.
- Successfully received order for onsite resource from Mentorware Inc, Bangalore.
- Successfully received order for onsite resource from Kalki Communication Technologies, Bangalore.

### **Previous Organization: SPA COMPUTERS (P) LTD**

### **Current Role: Sr.Executive-Business Development**

**Duration:** 2 Years (June 2009 to June 2011)

### **Key responsibilities: (International Clients Handling)**

- Lead Generation through **Market Research/Inside Sales** /Interaction with the International Clients (**USA, Europe, South Korea, JAPAN, and Taiwan**) for Building pipeline based on established management criteria.
- Develop & manage Clients Relationships, fixing appointments & tele-conferences at the **CIO, CTO, CEO, R&D Manager** Level; sell solutions, professional services for Embedded Software Development.
- Identifying & tapping new clients, understanding their requirements & consulting with the technical team to provide solutions to client's queries, liaising between the Clients & Organisation.
- Providing Pre-Sales support to onsite Business Development Team & also taking care of responding to **RFI/RFQ** activities.
- Responsible for generating weekly reports to management on pipeline status of assigned products/services & participating in the inter company meetings for analyzing the market & taking decisions on sales strategies has to be completed in a stipulated time period.
- Responsible for achieving assigned Revenue Targets for **International Sales**.
- Set up new Client's database & also maintaining existing Clients database through **CRM** applications. Thus regularly monitor, manage & update of information related to Leads, Contacts, and Accounts.

### **Notable Contribution:**

- Bagged the STB Project from CTM Company, US.
- Bagged the STB project from KEBT Company, South Korea.
- Bagged the wireless product development project from Acetel Company, South Korea.
- Bagged the Multimedia Solution project from M2CoreTech, South Korea.
- Received service recognition award from the CEO & Sr. Management
- Successfully trained associates & given KT to them.

# Business Development –International Sales

## **First Organization: Family Business**

### **Role: Sales & Marketing**

**Duration:** 8 Years (May, 2001 to May, 2009)

### **Key responsibilities:**

- Develop New Business opportunities to meet the ROI
- Develop and Implement Strategic Sales plans
- Facilitate Client requirements meetings – both in person and telephonic
- Do Market Analysis to identify Customer Needs, Rates and Competitor Rates
- Prepare Company profile, Sales Presentations
- Prepare RFI,RFP,RFQ
- Follow up with Vendor's for Quotation and Delivery of Materials on time
- Follow up with Client on Payment and for Repeat Business
- Manage people & projects to make sure that project get completed in a timely manner
- Maintaining Customer's business (contacts, email ID, etc) information in the internal Database

## **Educational Qualification**

- **BCOM** from Bangalore University (April,1998)
- Professional Diploma in Network – Centered Computing from **NIIT** (March, 2001)
- Tally (5.4) Graduate (April, 2001)

## **Personal Profile**

<b>Date of birth</b>	:	November 20, 1976
<b>Nationality</b>	:	Indian
<b>Languages</b>	:	English, Hindi, Kannada and Tamil
<b>Hobbies</b>	:	Sports, Fitness & Reading
<b>Marital status</b>	:	Married

### **Declaration:**

I declare that the above facts furnished by me are true to the best of my knowledge.

**Date:**

**Place:**

**(Thangaraj DS)**