LAVA KUAMAR T Phone: +919360008155

Business Development Executive Email: [lavakumartml@gmail.com](mailto:lavakumartml@gmail.com)

Linked-in: [Profile Link](https://www.linkedin.com/in/lava-kumar-a260b2165)

SUMMARY

To be a part of an organization that provides me with the best opportunities for developing skills to enhance my professional career and knowledge adept at targeting, qualifying and nurturing prospects.

CORE COMPETENCIES

Data Analysis, Excel, marketing analysis, Microsoft Word, Zoho CRM, Salesforce CRM, ZoomInfo, Hunter.io

EDUCATION

2013 - 2017: Bachelor of Electrical and Communication Engineering (B.E), Dhanalakshmi college of Engineering, Chennai.

PROFESSIONAL EXPERIENCE – 3 Years

**Senior Inside sales Executive**

Beroe Inc – Market Intelligence - ( Mar 2021 - Present )

Key Deliverables:

* Establish a stronger customer relationship management program.
* Generate leads for new sales through in-person cold calls, telephone, and email contact with customers.
* Promote awareness of the latest products/features.
* Performed other related proposal management and business development duties as assigned.
* Prepared summaries of business opportunities and presented them to senior leadership for further review.
* Reported summaries of business opportunities and conducting background research in support of business development initiatives.

**Business Development Executive**

Photon – ( Nov 2019 – Mar 2021 )

Key Deliverables:

* Revenue & Lead Generation
* Identifying key stakeholders and generating new business opportunities by reaching out to prospective clients.
* Source new prospects and convert them into leads through outbound cold calls and emails.
* Route qualified opportunities to the appropriate sales manager for further development and closure.
* Maintain and map database of prospects within assigned territory.
* Collaborated with sales and marketing departments to support business objectives and client acquisition.
* Close sales and achieve quarterly targets.

**Implementation Executive**

Hilti – ( Nov 2018 - Sept 2019 )

Key Deliverables:

* Understanding the client’s requirements and customize the software accordingly.
* Manage their assets in the software.
* Training, Processing and implementing of the software to the client.
* Conducting online training sessions to new clients and led on boarding process to ensure success rate.

**Technical consultant**

Sutherland Global Services – ( Sept 2017 – Feb 2018)

Key Deliverables:

* Provided technical support to Amazon Kindle users.
* Troubleshooting of the Kindle devices.
* Worked on the Wi-Fi issues of the Kindle devices.

HONORS AND ACHIEVEMENTS

Club Service Director of Rotaract Club of DCE for the year 2014-2015.

Worked as super steward in MY FLAG MY INDIA –GUINNESS RECORD for largest human flag formation

LANGUAGES KNOWN

English - Speak, Read, Write

Hindi - Speak, Read, Write

Tamil - Speak, Read, Write

PERSONAL INFORMATION

|  |  |  |
| --- | --- | --- |
| Name | Lava Kumar T |  |
| DOB | 12/06/1996 |
| Nationality | Indian |
| Address | No 37P Shree Krishna Garden  Rukmani Nagar  Perumbakkam  Chennai - 600100 |
| Experience | 6.3 years |
| Availability | Fulltime, 2 months’ Notice Period |
| Marital Status | Single |

DECLARATION

Hereby I declare that all the above-mentioned information is updated and true to best of my knowledge.