

Career Objective:

To succeed in an environment of growth and excellence and earn a job which provides me job satisfaction and self development and help me achieve personal as well as organizational goals.

Professional Experience:

IndiaMart Intermesh Ltd, Coimbatore

Feb 2008 to June 2019

Indiamart is the B2B marketplace - IndiaMART.com, marked the beginning of online presence of Indian businesses for a global exposure; promote the customers through a network of over 100 industry / product marketplaces, making us the largest network of integrated B2B marketplaces from India.

Role: Senior Manager – Key Client Servicing . (April 2014 – June 2019)

Responsibilities:

- To handle a team size of 6+ members.
- Training the team with required input and knowledge to handle the key client.
- Involving them in the field to get sales target.
- Achieving the quarterly and annual sales targets from existing clients.

Role: Relationship Manager– Client Servicing (August 2011 to March 2014)

Responsibilities:

- Handling a team size of 3 members.
- Monitoring of key numbers including new sales, up-selling, calling, fresh meetings, follow up meetings, cold calls, reference generation & cost of sales and prepare weekly sales MIS reports.
- Hire, train, retain and manage the team.
- Keep a close track on work in process, customer complaints and accounts receivables.

Role: Senior Executive (Feb 2008 to July 2011)

Responsibilities:

- Selling new products to existing clients
- Meeting the customers and presenting to them the company and its services.
- Ensuring trouble free and smooth service delivery to the client.
- As a consultant to the client, suggesting/recommending suitable Services/solutions to clients
- Retention of dissatisfied clients
- Handling high value clients and generating revenue

Achievements:

- Awarded “Pillar of Success” From Indiamart Intermesh Ltd.
- Awarded as “ Employee Of the month” in Pan india, Client servicing department.

Strength:

- Achievement and result oriented with excellent communication and interpersonal skills
- An adaptable, detail-oriented, multi tasker with strong, learning and organizing skills matched with the ability to manage stress, time and people effectively
- Ability to identify key aspects of any issue at hand and develop a systematic approach to deal with it combined with a desire to excel at any work in hand
- A good team player with an ability to lead a team by example and motivate them to achieve desired objectives

Education:

- Master Of Business Administration (MBA), Sri Krishna College of Engineering – 2008 .
- Bachelor of Business Management, Kongunadu Arts & Science College , Bharathiyar University – 2006.

Personal Profile:

Date of Birth: 1st June, 1985.

Gender & Marital Status: Male & Married.

Communication Address: 2/293,Kutharipalayam,Alangombu Po, Sirumugai, Coimbatore-641302.

PAN Number : AVCPP9464E

Nationality and Religion: Indian – Hindu

Languages Known: Tamil, English and Kannada.