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UDHAYAKUMAR S



OBJECTIVE

To hone my skills in a dynamic concern, in order to adapt to the fast changing needs of the industry and enable growth to the firm which would eventually propel my career to greater heights. I wish to work in an environment where I can encounter challenging and dynamic tasks which would enhance my technical as well as interpersonal skills.



EDUCATION

B.E Computer science and engineering | Karpaga Vinayaga College of Engg. & Tech
2013 TO 2017

12th Grade | Sri Vijay Vidhyalaya, Krishnagiri
2011 TO 2013

10th Grade | Velankanni Matric Higher Secondary School, Krishnagiri
2010 TO 2011



EXPERIENCE

Executive | eNoahisolution Pvt LTD.
2017 to 2021
APS Retrieval

Senior Associate and an action oriented leader in Healthcare , Ligation with over 4 years experience in APS retrieval of all Kinds.

Freelance Consultant | NVP Warranty (USA).
2021 to 2022
Lead Generation Analyst / Power Bi Developer

Generating Leads for a Growing Car Warranty company and aiding them in creating and automating their sales and other reports using power Bi.

Business Development Executive | Kryptos Technologies Pvt Ltd.

2022 to 2023

B2B Inside Sales

Communicating with CEOs and other higher officials, making outbound calls to potential customers, and following up on leads in the Managed Services market . Understanding customers' needs and identifying sales opportunities. Answering potential customers' questions and sending additional information per email. Managing and Maintaining client relationships from end to end.

Sr.Business Development Executive | 4d Global Inc.

2023 to Present

B2B Inside Sales

Communicating with CEOs and other higher officials, making outbound calls to potential customers, and following up on leads in the Medical Billing and Healthcare Market . Understanding customers' needs and identifying sales opportunities. Answering potential customers' questions and sending additional information per email. Managing and Maintaining client relationships from end to end.



My STRENGTHS:

- Self-motivated
- Industrious and co-operative
- Quick learner
- Willing to shoulder responsibilities and take up challenges
- Team player, committed to the task-at-hand
- Process strong organizational and priority setting skills
- Proven ability in a fast paced environment and meet deadlines



NATURE OF CURRENT JOB:

- Generating Leads for a car warranty company by searching and locating potential prospects using various resources.
- Verifying whether the prospect matches the quality and company requirements.

- Calling the prospects and creating a rapport to make sure that they are prepared for the arrival of the sales personnel.
- Creating a well designed Route map for multiple sales personnel to visit every day.
- Creating and maintaining interactive dashboards using Microsoft Power bi.
- Conversion and Automation of all kind of reports from Boring excel to interactive and fun power bi dashboards using specialized DAX for easy and precise understanding.



SKILLS

- MS office (Excel, word and powerpoint)
- Fluent communication (English, Tamizh and Hindi)
- Microsoft Power Bi
- Zoho CRM



ACCOMPLISHMENTS:

- Got Star of the month 5 times.
- Excellently handled the Pilot process of litigation and expanded it to a multiple seater process.
- Successfully trained newbies and seniors to work on litigation retrieval.
- Set a record for the most money negotiated in a year.
- Handled more than 10 sales personnel's activities from start to end of the day.
- Generated enough leads to make the sales personnel to at the Top of the company.
- Converted and automated all the reports from excel to Microsoft Power Bi no matter the complication.



Personal Particulars

- Father's Name : Selvaraj. D
- Sex : Male
- DOB : 19 June1996
- Marital Status : Unmarried
- Nationality : Indian
- Languages known : English, Hindi, Tamizh

DECLARATION:



I, hereby declare that the information furnished above is true to my knowledge.

Date: 26.07.2023

Place: Chennai

(Udhayakumar . S)