

MIRUDULAVARSHA N

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Objective

To leverage my extensive experience as a business development executive to drive revenue growth, forge strategic partnerships, and implement innovative sales strategies within a dynamic organization.



Experience

Avasoft

May 2022-October 2023

Business Development Executive

Has employed as Business Development Executive with 1.5 years of experience driving revenue growth through strategic planning, client acquisition, and market expansions.

Successfully generated leads through various channels, including cold calling, networking and maintained a robust sales pipeline to ensure consistent business growth.

Has experience of working with productivity-enhancing softwares and tools like HubSpot CRM and Salesforce CRM and has worked extensively with clients to understand their needs and build solutions to meet those objectives.

Achieved and exceeded sales targets by effectively presenting the services and negotiating favorable terms.

Prepared regular reports and analyses to track sales performance, identify areas for improvement, and make data-driven decisions.

Mentored and trained junior sales professionals to enhance their skills and contribute to team success.



Key Achievements

Accomplished and consistently surpassed sales objectives, substantially expanding the sales pipeline. Recognized as the top performer and valued as a pivotal asset to the team.



Education



Skills

Sales strategy

Communication

Product knowledge & sales presentation

Lead generation, Researching and Relationship building

Customer relationship management(Hubspot, Sales force)

Networking



Languages

English

Tamil

Kongunadu Arts and science college, Coimbatore,Tamil Nadu

2019-2022

B.com

81%

Bharatiya Vidya Bhavani, Coimbatore,Tamil nadu

2017-2019

HSC

74%

Bharatiya Vidya bhavan

2016

SSLC

79%