

Curriculum Vitae

R.Ravikumar (+91 9886953698)

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Personal Summary

Expert business strategist with a sound understanding of organizational development and sales. Skilled communicator more experience providing companies with successful solutions to building organizational success. Persuasive negotiator who uses integrity and professionalism in presenting joint ventures, assessing acquisition opportunities and identifying new markets. Innovative thinker who detects more efficient ways of growing company assets by recommending new products, revolutionizing current product offerings and testing new market approaches.

Academic Qualifications

- *Diploma in Electrical and Electronics Engineering, 329 C.S.I Polytechnic College, Yercaud Main Road, Salem. Academic year Passed Oct 2003.*
- *Auto CAD and Digital Marketing*

Skills and Developments

- *Excellent writing and communication skills*
- *Interpersonal skills and ability to build rapport with clients*
- *Good listening and problem-solving skills*
- *Time management skills*
- *Critical thinking skills*
- *Ability to identify potential leads*
- *Ability to communicate with managers, directors, VPs, etc.,*
- *Create company intro and pitch for service or product demo*
- *Do cold calling, email campaigns, and social media campaigns*
- *Send campaigns and schedule appointments with interested parties*
- *Sales negotiation skills*
- *Arrange a meeting for prospective clients with the top management of your company*
- *Continuous follow-ups with multiple collaborators*
- *Strong knowledge of social media platforms*
- *Ability to prepare PPT for clients*
- *Ability to use MS Excel for contact generation and deal cycle tracking*
- *Purchase contacts from aggregators or search individually via job networking platforms*
- *Knowledge of research and strategy*
- *Working knowledge of CRM like Salesforce, HubSpot, etc.*
- *Knowledge of sales management, marketing, strategic management, and business planning*

Work Experience

Duration: February 2013 to May 2015

Everonn Skill Development, Chennai

Business Development Executive

Duration: July 2015 to January 2017

Dynatron Services, Chennai

Sales and Service Engineer

Duration: March 2017 to July 2020

Shree Tuuljai Electrical Pvt Ltd, Pune

Electrical Project Engineer

Duration: July 2020 to September 2021

Pride Veneers, Coimbatore

Sales and Marketing Executive

Duration: November 2021 to January 2023

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Business Development Executive (Bangalore)

Roles and Responsibilities

- Familiarizing yourself with all products and services offered by our company.
- Procuring new clients through direct contact, word-of-mouth, and collaboration with the marketing department.
- Attending networking activities to research and connect with prospective clients.
- Maintaining meaningful relationships with existing clients to ensure that they are retained. Responsible for assigned sales targets (monthly, quarterly and annually).
- Suggesting upgrades or added products and services that may be of interest to clients.
- Crafting business proposals and contracts to draw in more revenue from clients.
- Negotiating with clients to secure the most attractive prices.
- Equipping staff with the technical and social skills needed to enhance sales.
- Reviewing clients' feedback and implementing necessary changes.
- Remaining in tune with trends in consumption to ensure that our offerings remain relevant.
- Goals set for centers month on month, maintaining relationship with target customers, customer service, ensuring high rate of return on investment, sales support and sales
- Document collection, provide daily updated data to AD., Promoting the Brands & Encouraging the Sales through various Promotional Activities (CBYs, Van Activity etc.), Establishing a healthy relationship with retailers, effectively handled the Retailers Claim Settlement, Promoting Sales through Visibility in my area.
- Operating Internet, updating all records and documents (Hard copy as well as soft copy), Purchasing and maintaining stocks, Data Entry, updating accounts, Compiling MIS reports, Networking with different stake Holders and organization.
- Reach or exceed sales quotas and financial objectives on a regular basis.

Personal profile

- Name: R. Ravikumar
- Fathers name: A.S Radhakrishnan
- Mothers Name: R. Susila
- Date of Birth: 17 – 02 – 1983
- Place of Birth: Salem
- Sex: Male
- Marital Status: Single
- Language known to speak: English, Tamil, Telugu, Kannada, Hindi
- Language known to Read & Write: Tamil, English, Spanish
- Pass Port No: N 4070249
- Validity: 30/11/2015 to 29/11/2025
- IDL Driving License No: TN30 20110000387
- UIAI Aadhar No: 7662 5527 2856
- ITD PAN No: BOUPR9487L
- Nationality: Indian.
- Religion: Hindu.
- Job Applied for the Posting: Business Development Executive
- Permeant Address: D. No 12 – 13/167, Ramnagar, Meyyanur, Swarnapuri, Salem – 636004
- Present Address: Hari PG, Near Bhanu Nursing Home, Bangalore – 560078
- Relocation: As per company norms

Declaration

I conform that all the data mentioned are above absolutely correct to the best of my knowledge

Thanking You

Place: Bangalore

Yours Truly

Date:

R. Ravikumar