



HariHaran.m

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Location:Coimbatore, TN

My role as business development manager is to generate lead by social media marketing and to cold calling the customers...convince the customer by piching product value and doing Negotiation and close the deal... I have generated the revenue of 3cr per month and boosted company sales by 30 % than others.

Position of Responsibility

- Business development manager - Setting goals and developing plans for business and revenue growth. Researching, planning, and implementing new target market initiatives. Researching prospective accounts in target markets. Pursuing leads and moving them through the sales cycle.

Work Experience

simplilearn pvt Ltd

2022-10-13 till Present

Senior inside sales Manager, Banglore

My role is to call the customers and i will pitch for Post graduation program in Cloud computing Collaborated with Caltech university.. I need to pitch the product and clear their doubts.. And make them to enroll for price of 1.54lakhs with scholarship offer

Nilgiri Garden Property Developers

1 Year

business development manager (sales and marketing), Coimbatore, TN

My role is to do Cold calling the customers and converting the leads by pitching the product value and selling the product (villas and plots..) I have given a team of 5members..to achieve the monthly target of 4cr....i have achieved it for 8 times and boosted the company performance..!

sree kumaran India developers

2 Years

Business Development Executive - Sales, Coimbatore, TN

My role is to do cold calling the given leads and piching the value of our property and selling the product (villas and plots).. Here i worked under my Team lead... My Monthly target achieved was 1cr per month...

Educational Background

Year	Examination	Institute	University	Score
2019	Bachelor of Engineering Electronical communication engineering	sri krishna college of engineering and technology	Autonomous	70 %
2015	Class XII (XII Specialization (Science))	Srsi matric Higher secondary school , Coimbatore, TN	Higher secondary	92 %
2008	Class X (General)	Vidhyaa Vikas matric Higher secondary school , Coimbatore, TN	Secondary	83 %

Certificates

Certified Sales Executive (CSE)

(M india developers) - 2020

Cambridge English Language Assessment

(University Of Cambridge) - 2019

Advanced MS Office

2014

Achievements

- Best Performance Award - I have achieved the total revenue of 2cr in a month for selling 3 individual duplex villas
- Best Performer in Academics - For Selling 15 individual Duplex villas per Year 2020 - 2021
- Best Performer of the Month
- State level Ball Badminton player
- chess player - Zonals

Interests

music

Driving

Bodybuilding

Chess

Cricket

Soft Skills

Self
Confidence

Consistent

lead
generation

Cold
Calling

Commitment

Building
relationships

Active
Learning

sales
specialist

Technical Skills

Ms
windows

PowerPoint

Wordpress

Advance
Excel

Office
Management

seo

Social media
marketing

Spoken Languages

Telugu

English

Tamil

Preferences

Preferred Job Location - Banglore No problem in Relocating

Notice Period - 5 Days