

SILAIVANAN V

Business Development Associate

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CAREER SUMMARY:

Specialized individual with one year of sales and marketing experience within a Byjus Learning Bringing proficiency in sales enablement tools and demonstrated history of exceeding sales quotas, as well as superior communication and presentation skills. Seeking an opportunity in an organization to develop my excellent management skills, strong cold prospecting, presentation, and closing skills will be utilized .

WORK EXPERIENCE:

Byjus

Senior Pre-Sales Associate | 02 Nov 2021- 1 Nov 2022

- Provide administrative support for the Business Area Manager, Product Manager, Sales Manager and team, including monthly reconciliations.
- Analyze and monitor success of each region's lead performance on a weekly basis, working with Regional Lead Generation Manager.
- Assists in developing sales materials (decks, one-sheets, ad mock-ups).
- Meets production deadlines and project prioritization as assigned by Marketing Manager, provide accurate time estimation for work completion.
- Assist in the development of systematic follow-up on action plans for improvements.

EDUCATION:

2018-2021 | ALAGAPPA UNIVERSITY

Bachelor of Computer Application - 79%

SKILLS:

- Highly responsible & reliable
- Ability to work cohesively with fellow colleagues as part of a team.
- Outstanding attention to detail and follow-through.
- Summarize analytical data into actionable sales and marketing intelligence.
- Manage and analyze marketing data for both regular growth reporting, as well as deep, actionable customer insights via business intelligence software and tools.
- Excellence in CRM tool handlings(Leadsquared and Ameyo).