#  Objective

Seeking a challenging career in an organization where I could enhance my skills and potential to serve the best for the organization and for my personal growth.

#  Personal Development

Between March 2018 and Jan 2022, I was supporting my father in his business (Sree Sangaiah Steels).

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| ***Professional Experience*** |
| ***Organization*** | ***Designation*** | ***Duration*** |
| **Skill-lync** | **Inside Sales Executive** | **Jan 2022 – May 2022** |
| ***Responsibilities**** Counsel the digitally generated leads through calls and share the required course information over email
* Guide the interested candidates in payment process and ensure smooth onboarding
* Handle the category of Electric and Hybrid Electric Vehicle courses
* Responsible for the individual target of INR 5.5 Lakh per month
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| **Simplilearn Solutions Private Limited** | **Inside Sales Manager** | **March - 2017 to Feb - 2018** |
| ***Responsibilities**** Responsible for the sales closure
* Maintain relationship with existing customer using Salesforce Platform and upsell
* Responsible for the individual target of $15000 per month
* Took ownership on cyber security category courses such as CISSP, CISA etc.
* Also had expertise in selling courses such as PMP and Lean Six Sigma under the categories of Project and Quality Management
* Handled APAC, Middle East and Europe region
* Identifying B2C2B opportunities and hand over it to the respective team
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| **Sri Mahalakshmi Infrastructures** | **Business Development Executive** | **June - 2016 to March - 2017** |
| ***Responsibilities**** Acquiring new clients through field work
* Responsible for end-to-end sales closure
* Process orders via email and phone
* Check data accuracy in orders and invoices
* Communicate important feedback from customers internally
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| **VEPL (GREedge.com)** | **Business Development Executive** | **Apr - 2015 to May- 2016** |
| ***Responsibilities**** Handled inbound and outbound calls
* Responsible for brand building, student counselling and end to end sales closure
* Clarified customers queries and understood their needs using SPIN technique
* Qualified leads through cold calling and Achieved 90% of monthly target consistently
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| ***Academic Achievements*** |
| **MBA** | 2013–2015 | Thiagarajar School of Management, Madurai | *6.88/10* |
| **B.E (ECE)** | 2007–2011 | SSN College of Engineering, Chennai | *74%* |

#  Key skills

* Comprehensive knowledge on Excel, Word, PowerPoint and SPSS
* Proficient in SPIN selling, student counseling and cold calling
* Ability to generate business consistently and work with numbers and analyze complex data
* Excellent communication skills
* Communicate market research insights to influence business decisions

#  Extra-Curricular Activities

* Presented a paper on “Deliberations on Feminism, Marxism and Capitalism with reference to economic status of women in India” at Fatima College, Madurai.
* Participated in CSM sales activity- Conducted a sales campaign in hot spots of Madurai.
* Active member of TSM business review committee TBR- Collect the details of experts in various functions of management and invite them to author a paper.

#  Personal Information

* Name : Suresh SV
* Date of Birth : 22.5.1990
* Father’s Name : S.Vellaisamy
* Address : 65A, Kalasathamman Koil Street, Nachiammai Nagar, Selavayal, Chennai-600051

# Declaration

I hereby declare that the information stated above is true to the best of my knowledge. Chennai

Date: Suresh SV