**Gulfjobseeker.com CV No:** **1274166**

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**CAREER OBJECTIVE:**
Prove to be an asset by playing a major role in the prosperity of the organization and growth of oneself. Always strive to do very best to evaluate success in order to live up to the standards set by management.

**EXPERIENCE:**

Working as a **Business Development Executive in A Company**(Accounting software and tax filing concern) from **JAN 2013 to Feb 2014**

Roles and Responsibilities:

* To sell internet and offline solutions that deliver value to customer.
* Follow-up with customers, prospects and leads, meet deadlines and exceed the Sales targets.
* Assess and identify customer needs, effectively handle objections, close sales.
* Adhere to stipulated call norms on a daily basis.
* Resolve customer complaints/issues by working with the customer service team or other departments.
* Manage key accounts, sources and develops new customer base through conversion, retention and penetration of market
* Achieve plan targets, increases revenue and market share of the business
* Manage and maintain good relationship and proactively addresses the needs and concerns of the customers
* Proactively address customer concerns
* Identify sales opportunities, conduct sales calls and customer visits

Worked as a **FINANCE ASSOCIATE in A Company(MNC)** from **JAN 2012 to Dec 2012**

Responsibilities:

* Experience in report creation, validation and process monitoring
* Experience working with different US Taxations
* Support other analysts in financial data comprehension and data entry
* Analyze and document financial plans based on the clients information
* Perform activities related to financial plan preparation process within the defined turnaround and quality matrixes
* Work as a part of team and contribute to team functions and responsibilities
* Take additional responsibilities as and when required

**QUALIFICATION:**

* MBA (Finance and Hr) from Mohammad Sathak College Chennai
* B.Com. from The New college University of Madras in the year 2009 with 60%
* Higher Secondary (12th) in 2006 from State board with 79%
* High School (10th) in 2004 from Matriculation with 65%

**ADDITIONAL QUALIFICATION**

P G Diploma in E BUSINESS MANAGEMENT (PGDBM)

TALLY 2003 and 2007 MS office

**ACHIVEMENTS:**

* Meet deadlines, goal-directed, strong on follow-up, and good under pressure.
* Achieved as a BEST PERFORMOR for three months and got reward from REACH ACCOUNTANT

**MAJOR RESEARCH PROJECTS:**

* Analyzed the financial statement and suggested the Financial position of BHARATH OIL COMPANY CHENNAI

**LANGUAGEs KNOWN**

To Speak: English, Tamil, Urdu, and Hindi

To Write: English, Tamil, and Hindi

**PERSONAL DETAILS:**

* Date of Birth: 10 / 08 / 1988
* Marital status: Single

**DECLARATION:**

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