

Contact HR Consultant for CV No:339954

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**OBJECTIVE**

I would like to work in a challenging and responsible position where I can contribute best of my skills for the growth of the organization as well as myself to work in an organization this would provide me with a conductive environment and encourage me to use my talents, skills and resources to at the most benefit of the organization.

**Skills**

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| * Creative Team Leadership * Product Positioning & Branding * Good listener and quick learner | * Sales Collateral & Support * Public & Media Relations * Effective communication skill |

**Professional Experience**

**Tally Solutions Pvt Ltd, INDIA- Tally Solutions Pvt Ltd** is a [Bangalore](https://en.wikipedia.org/wiki/Bangalore)-based million dollar software company that currently sells into more than 100 countries beyond its native India, including the [United Kingdom](https://en.wikipedia.org/wiki/United_Kingdom), [Bangladesh](https://en.wikipedia.org/wiki/Bangladesh) and the [Middle East](https://en.wikipedia.org/wiki/Middle_East).

**Executive-Tele Sales (Dec’14-Oct’16)**

Communicating with different kinds of prospects across globe understanding their requirement regarding the Tally ERP 9 Software and suggesting them how the software could make their accounting and inventory management to maintain with ease. Having good knowledge on language, understanding capacity on different business nature, Product knowledge.

***Selected Accomplishments:***

* Generated the qualified prospect and the requirement of the their business
* Assumed a lead role in pitch team meetings due to strengths in presentation and negotiation skills, and helped close major accounts
* Contributing in achieving the Quarters Business Development Target and concentrating much on the Online Google Ads, Social Medias, E-mail Marketing and direct calls and helping the prospect to get the demo done from the Partners.
* Earned commendations from client executives for communication deliverables that targeted desired audiences and articulated the value of products and services.

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**Quikr india pvt ltd, BANGALORE**– **Quikr** is an Indian cross category classifieds platform. Available on mobile phones and other devices, customers can use it to connect with each other to buy or sell goods and services

**Tele-Marketing Executive -Marketing and Communications, (Oct’13- July’14)**

Online Marketing for various business promotions. Direct brand management, PR, media relations, corporate positioning, advertising, and sales collateral.   
  
***Selected Accomplishments:***

* Led market achievement of selected customers for online brand promotions of their new products.

Identified opportunities and creating an awareness and generating a Relationship managers to business meeting for the online advertisement.

* Created web portal to transform previously archaic intranet into a dynamic website improving communication flow and adding an effective sales tool for field reps.
* Understanding customer’s requirement on their business brand advertisement/Promotions and suggesting them to go for the better awareness from the point of view of the viewer.
* Performed ongoing customer/market research and demographic profiling to identify and capitalize on unmet market needs ahead of the curve.

**Education**

**Baldwins womens methodist COLLEGE (bwmc), BANGALORE**

**Bachelor of business management, (BBM) 2013**

Major: Business Development, (Marketing and Communication)

* **Project Completion** on Customer Satisfaction in MediHope Super Specialty Hospital, Bangalore
* **Participation** in Business Quiz, Management fest, cultural fest etc.,
* **Awarded** for the continuous participation in Choir during the academic years
* Graduated with high honors
* Corporate **HR certificate program** from schindlers management.
* Completed **Digital Marketing** Certificate of Excellence 2017 from Edupristine (Kormangala, Bangalore)

**PERSONAL PROFILE**

* Date of Birth: 06-01-1993
* Language Known:English,Hindi,Kannada,Tamil,Telugu
* Nationality :Indian
* Interest:Manorama yearbook, Music
* Sport: Tennis (Roger Federer, Novak Djokovic)