|  |  |
| --- | --- |
|  | ISSAC ISSAC.359360@2freemail.com  |

|  |  |
| --- | --- |
|  | ObjectivesTo work in a challenging environment where i can efficiently contribute my skills, thereby benefiting the organization and furthering my career.Experience24 months as **Business Development Executive** at **Southern Wood Industries** Gudalur-The Nilgiris, Tamilnadu, India **-**  from March 2013 to March 201512 months as **Business Development Executive** at **GlobalSnipe** Bangalore from April 2015 to April 20169 months as **Technical Support Executive** at **Dell International Services**, Bangalore – from May 2016 to February 2017**Southernwood Industries** Gudalur-The Nilgiris, Tamilnadu, India**Business Development Executive****Responsibilities:*** Researching organisations and individuals online( especially on social media) to identify new leads and potential markets.
* Researching the needs of other companies and learning who makes decisions about purchasing
* Contacting potential clients via email or phone to establish rapport and set up meetings
* Planning and overseeing new marketing initiatives.
* Attending conferences, meetings and industry events
* Preparing powerpoint presentations and sales display
* Contacting clients to inform them about the new developments in the company’s products.
* Developing quotes and proposals
* Negotiating and re-negotiating over the phone, email and person.
* Developing sales goals for the team and ensuring that they are met
* Training personal and helping team menbers develop their skills.

**Business Development Executive(GlobalSnipe)*** Researching organisations and individuals online( especially on social media) to identify new leads and potential markets.
* Researching the needs of other companies and learning who makes decisions about purchasing
* Contacting potential clients via email or phone to establish rapport and set up meetings
* Planning and overseeing new marketing initiatives.
* Attending conferences, meetings and industry events
* Preparing powerpoint presentations and sales display
* Contacting clients to inform them about the new developments in the company’s products.
* Developing quotes and proposals
* Negotiating and re-negotiating over the phone, email and person.
* Developing sales goals for the team and ensuring that they are met
* Training personal and helping team menbers develop their skills.

Technical Support Executive:• Working with customers to identify computer problems and advising on the solutions • Logging and keeping records of customer queries • Analyzing call logs to spot common trends and underlying problems • Testing and fixing faulty equipment’s • Working with field engineers to visit customer if the issue is more serious. • Updating self-help documents so customers can try to fix problems themselves B.C.A (2012)Dr. N.G.P Arts and Science College* Computer Applications
* Information Technology Management
* Project management

**Projects Undertaken:**Minor Project-I 🡪 Project on **Hospital Management System** with ASP.net as Front end and MySQL as back end.Application Development For Windows 8.1 with .NET framework using Azure cloud Database. Univ Finder. Bangalore Univ projectStrength* Strong team collaboration skills.
* Work closely with team members to achieve engineering goals.
* Excellent communication skills and client relationship skills.
* Effective time management skills and problem solving skills.
* Self-Motivated.
* Fast and versatile learning capabilities.
* Good Knowledge in man power planning.

**Technical Expertise & Skills**Operating System : Windows, XP, 7, 8, 10Wordprocessing and Documentation : MS Office (Expert in Ms Word & Excel)Slide Presentation & Graphics : Ms Powerpoint, Adobe PhotoshopHardware Exposure : Trouble ShootingProgramming Languages : Visual Basics, C++, Java **Languages Known**English, Tamil, Malayalam, Hindi(Beginer)**Personal Details**Nationality : IndianDate of birth : 30/04/1990Marital status : SingleVisit visa validity : 30/06/2017**Declaration**I hereby assure you that the information furnished above are true to the best of my knowledge. |
|  |  |