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| **AJAI** [**AJAI.363543@2freemail.com**](mailto:AJAI.363543@2freemail.com)  **SENIOR LEVEL PROFESSIONAL**  **Sales & Marketing| Business Development**  **Versatile, high-energy professional, successful in achieving business growth objectives within turnaround & rapid changing environment** | | |
| knowledge24x24icons Profile Summary | | |
| * Result-oriented professional offering a rich experience of over 10 years in achieving business growth objectives by investigating new business opportunities, maximizing the competitive strength for long term success * Emerged as a decisive leader with excellence in optimizing complete range of products and services to its valued clientele, investigating new business opportunities, maximizing its competitive strength for long term success * Developed a targeted value proposition for various segments of corporate users and secured new renowned clients to ensure a seamless experience and grew repeat business from the clients * Displayed excellence in introducing new organizational change, expanding markets and leveraging existing knowledge base with internal resources to facilitate business excellence * Collaborated with sales, marketing and other key stakeholders to understand customer insights and execute customer centric market/sell plans and programs, which increased the sales and margin growth * A strategic planner with proficiency in streamlining business processes, defining continuous improvement processes, accelerating employees’ strengths & building powerful teams that can conquer any obstacles | | |
| edu24x24icons Education | | |
| * MBA (Marketing and Information Technology) from ICFAI Business School, Kochi with 7.34/10 * B.E (Mechanical Engineering) from V.M.K.V Engineering College, Anna University Chennai with 66% | | |
| core24x24icons Skill Set | | |
| |  |  |  | | --- | --- | --- | | Sales and Marketing Operations | Brand Promotion | Market Research | |  |  |  | | Key Account Management | Market & Competitive Analysis | Business Development | |  |  |  | | Performance Improvement | Matrix Leadership | Revenue Generation | |  |  |  | | | |
| career24x24icons Career Timeline | | |
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