

NAVEEN KUMAR S

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OBJECTIVE:

Seeking an opportunity in the field of Sales & Marketing to utilize and enhance my skills and to keep abreast with the latest trends associated with marketing thereby helping the organization in achieving their goals.

EXPERIENCE:

February 2017-Till Now

Senior Sales Executive – GATI LIMITED

Segment: Logistics

Profile:

- ✚ Identify new business opportunities and through developing existing and new business accounts.
- ✚ Maintain an active new business prospect listing to approach and present to the company.
- ✚ Achieve the business revenue on monthly and yearly target wise.
- ✚ Working with customer service team for existing clients business.
- ✚ Responsible in maintaining existing customer database through regular sales visits.
- ✚ Working with customers to ensure timely payments against invoices.

November 2015- November 2016

Sales Executive – APPECT LEARNING SYSTEMS PVT. LTD. (MERITNATION)

Segment: E-Learning

Profile:

- ✚ Generating prospective customers and converting them into leads and there on converting them to customers.
- ✚ Planning and strategizing to reach out to new customers and outlining the value proposition.
- ✚ Making sales calls, preparing customer presentations, sales strategies.
- ✚ Coordinating between the management and customer support teams to provide the best experience for customers.

- ✚ Analysis and gathering of market intelligence to funnel down to high quality leads.
- ✚ Following up with existing and new customers and ensuring timely collection of payments.
- ✚ Data management and reporting, also tracking industry competition on a regular basis

September 2013 – October 2015

Senior Sales Executive - TECHWORTH ENTERPRISE (TATA DOCOMO)

Segment: EBS

Profile:

- Sourcing and meeting up with the assigned accounts and cracking them to do Sales activities.
- Hunting for the prospective customers in the enterprise divisions and then converting them into leads and there on converting them into customers
- Reaching out to new customers and making presentations outlining the benefits of product/ services.

ACADEMIC QUALIFICATIONS:

QUALIFICATION	BOARD\UNIVERSITY	YEAR	AGGREGATE
PDBM (Marketing)	WLCI COLLEGE, CHENNAI.	2013-2015	GRADE "P"
BACHELOR OF BUSINESS ADMINISTRATION(BBA)	PAVENDAR BHARATHIDASAN ARTS & SCIENCE COLLEGE	2010-2013	56%
HIGHER SECONDARY	St.XAVIER'S MHSS	2009-2010	70%

TECHNICAL SKILLS:

1. PACKAGES : MS OFFICE
2. DIGITAL MARKETING : SEO,SMO & SEM

PERSONAL SKILL SET:

- Positive attitude, willingness to learn and enthusiastic in teamwork.
- Dedication towards hard working ability.
- Good communication, Self-Motivated and Interpersonal Skills.
- Ability to understand client's needs and present solutions
- Understanding of market and product

ACHEIVEMENTS:

1. **Topper** in the Tamil Nadu State for 3 consecutive Months.
2. Have been rewarded as the **Best Sales person** in the Tamil Nadu State for 3 consecutive Months.
3. Topper in the National level for 2 consecutive Months.

PERSONAL DETAILS:

Date of Birth : 13-03-1993
Father's name : Selvaraj. V
Languages Known : English, Tamil

DATE:**NAVEEN KUMAR.S**