

Badri Narayanan

Assistant Manager - Sales & Business Development

High-performing sales professional who sold \$2M in services to B2B & B2C clients using data-driven sales strategies. Seeking a sales and business development positions to use my coaching, analytical, and relationship-building skills to motivate and develop a winning sales plans in order to hit my targets.

Experience

Assistant Manager – Sales (APAC & AMER)

May 2018 to August 2020

South Tourism, Chennai

I'm responsible for managing high-profile clients & create detailed business plans designed to attain predetermined goals and quotas.

- Manage the entire Sales cycle from finding a client to securing a deal
- Unearth new sales opportunities through networking and turn them into long term partnerships & present services to prospective clients.
- In 2019 I have generated 2.5 Crore in new business and increasing existing account sales by 40%.
- Boosted company revenue by 30% during the first year of Sales

Sales Development Representative

May 2017 to April 2018

South Tourism, Chennai

I'm responsible for outbound sales prospecting rather than trying to close new deals, my work revolves around generating and qualifying leads.

- Generate leads and build relationships by nurturing warm prospects and finding new potential sales outlets.
- Manage and maintain a pipeline of interested prospects and engage Account Managers for next steps.
- Reach out to potential clients who have never engaged with company's services.
- Researched and built relationships with 20+ new clients by planning approaches and pitches & helped senior managers to grow their territory sales by 40%

Guest Relation Executive - August 2015 to April 2017

Cholan Tours, Chennai

I'm responsible for resolving customer complaints quickly & efficiently which helps senior managers to focus on closing deals.

- Analyzing customer feedback and providing strategic direction to continuously improve overall rating.
- Responding to guests needs and anticipating their unstated ones.

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Skills:

- Business Acumen
- Client Acquisition and retention
- Goal setting & forecasting
- Closing Sales
- Written and Verbal Communication
- Time Management
- Attention to detail
- Negotiation
- Cold calling
- CRM – (Hubspot & Salesforce)

Certifications

- Inbound Sales
- Inbound Marketing
- Sales Enablement
- Digital Marketing
- Google Analytics
- Social Media Marketing
- Google Ads
- LinkedIn Sales Navigator

Education

Technical Diploma in Electronics & Communication Engg - 2011 to 2014

Adhisankarar Group of Institutions - Trichy.

Languages Known

- English - Proficient
- Tamil - Proficient & Native
- Spanish - Beginner