

BALAJI. G

“Result Oriented professional with proven leadership capabilities in revitalizing & launching products, devising effective campaigns and restructuring territories for maximum profitability”

Professional Experience:

Organization : Quick Ride
Designation : Business Analyst
Duration : 23rd Feb 2019 to 1st Nov 2019.

Job Responsibilities:

- Promoting quick ride software applications to top MNC employees.
- Giving suggestions to software developers to upgrade and maintain the application to make it user friendly.
- Checking google play store reviews and running campaigns to get awareness of application
- Resolving queries of existing customers and taking care of the customer support team. (inbound calls, mails from customers end).Ad sales, paid advertorials and organizing events to generate revenue for the company
- Working deep with sales and digital marketing team to promote the application in the social media platform (Facebook , YouTube , Instagram, WhatsApp ,LinkedIn, twitter etc)
- Getting awareness towards corporate employees and society to save money and fuel by using quick ride applications.

- Visiting corporate companies and delivering public speaking about the app and installing the application instantly.

Organization : Unacademy
Designation : Senior Business Development Executive
Duration : 25th Nov'2019 to 19th Jan'2021.

Job Responsibilities:

- Making outbound calls to professionals and students to promote our online product.
- Mass mailing the product details to the customer and upselling the product.
- Proven inside sales / consultative selling experience with a consistent track record of exceeding acquisition targets.
- Demonstrated advanced proficiency with Microsoft excel and leadsquared software.
- Demonstrated ability to manage and prioritize multiple programs. Flawless follow up skills to ensure that leads move to closure.
- Succeed in a revenue oriented and sales focused environment and to work with limited direct day to day management.
- Maintaining KPI Reports and developing the sales pitch to enhance the customer
- Direct a team of 16 BDE's and to generate team revenue.

- Resolving queries of existing customers and taking care of the customer support team. (inbound calls, mails from customers end)
- Achieving the team and individual target on a monthly basis.
- sold courses of UPSC,IIT,NEET(UG,PG) Bank exams and Railway exams.
- Highest Ticket price is 2.5lakhs(Depends on duration of course)

Organization : Regenesys Business School
Designation : Senior Sales Manager (Team india)
Duration : 5th Nov'2021 - (in notice period)

Job Responsibilities:

- Direct a team of 6 BDE'S and to generate team revenue.
- Achieving the team and individual target on a monthly basis
- Auditing team calls to improve Sales pitch
- Maintaining the KPI Reports on Day to daily basis
- Advice to marketing to improvise the lead quality
- Road Mapping and Planning to sell high ticket price
- Demonstrated advanced proficiency with Sales force and leadsquared software.
- Working deep with sales and digital marketing team to promote the application in the social media platform (Facebook , YouTube , Instagram, WhatsApp ,LinkedIn, twitter etc)
- Resolving queries of existing customers and taking care of the customer support team. (inbound calls, mails from customers end).Ad sales, paid advertorials and organizing events to generate revenue for the company
- Ticket price of 30 lakhs for MBA and PGDM for 15 lakhs.

Technical skills:

- CAD
- Machine learning
- Ms office, Ms excel, Ms word , Ms power point
- SQL,C, C++, java
- Digital Marketing

PERSONAL SKILLS:

- Team work
- Adaptable
- Leadership
- Communication
- Marketing management

SALES SKILLS:

- Work toward a strong, professional relationship and build rapport.
- A broad worldview and cultural understanding
- Analyze and predict customer's mindset in a call
- Sales pitch trainer
- Can communicate 7 south indian languages (No Language barrier)
- Understand the Market dynamics and approach the customers
- Great Team Handler
- Call Auditor

Academic Qualification:

B.E (Mechatronics): Oxford college of Engineering, Bangalore.

12th: Nalanda International Public school with 82%

10th: Nalanda International Public school with 70%

Personal details:

Date of Birth: 22nd October 1997.

Gender: Male

Marital Status: Single

Languages Known: English, Hindi, Telugu, Kannada, Tamil and Malayalam

Hobbies: learning new things, playing volleyball & exploring new places.

Contact Details:

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