






Sindhu.C

MBA (Finance & Marketing)

To engage in a career that will allow for progress in terms of expertise, socio economic development, and innovation through exposure to new ideas for professional growth, as well as the growth of the company.

Experienced Business Development who is strong at utilizing current trends to develop sales projections. Adept at developing effective spreadsheets, creating engaging presentations, and working as part of a dynamic team. Specializes in contracting and contract work. Creates attractive marketing materials for publishing and distribution.

Contact

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-  Udumalpet

Education

- 2020
MBA- Finance and Marketing
Bannari Amman Institute of Technology-**81.5%**
- 2018
BCOM
Sri GVG Visalakshi College for women-**73.5%**
- 2015
H.S.C
Srinivasa Vidhyalaya Matric Higher Sec School -**89.5%**

Skills

- Customer Relationship Management (CRM).
- Consultative Sales.
- Team Coordinator.
- Sales proposal creation.
- Business-to-business background.
- Contract negotiation and closing tactics.
- Event planning and execution.
- Internet and E-mail Marketing.
- Strategic account development and management.
- Project management.
- Product expertise.
- Leadership Management.

Experience

2022 - Current

True Talents Consulting Private Limited Business Development Manager and Counsellor.

- Evaluated and managed new strategic business opportunities.
- Seminar meets.
- Meeting new candidates and provide counselling to them, explain about the company products and Convert them to the business.
- Maintained customer database, ensuring prospective clients are accurately entered and follow ups are scheduled.
- Make my team to work effectively.
- Coordinate my team for company success.
- Target completion.
- Helped with creation and implementation of sales campaigns and fundraising efforts.
- Collaborated with team to forecast based on sales and product profitability.
- Played as an Event Coordinator.

2022

Adroit Corporation Private Ltd Marketing Executive

- Defining and managing our brand.
- Producing marketing and promotional materials
- Monitoring and managing social media.
- Producing internal communications.
- Conducting customer and market research.
- Overseeing outside vendors and agencies.
- Generating Leads
- Identified, developed and evaluated marketing strategies based on knowledge of company objectives and market trends.

Internship

Intern: Victus Dying Garments.

This garment company mainly focuses on knitting, dyeing, finishing, lay cutting and printing, worldwide supply garments to fashion market, where they provide better value in quality, price and service.

Intern: R. Mathivanan & CO – Auditors

This intern helped me to attain knowledge in basic Tally

Languages Known

English ★★★★★

Tamil ★★★★★

Personal Information

Name: Sindhu. C

Date of Birth: 12th October, 1996

Sex: Female

Marital Status: Married

Nationality: Indian

Permanent

Address: D/o Chinnarajan. N,
1/18, Kannamanaicknur (P.O),
Udumalpet (T.K) - 642154
Tirupur (D.T).

2021 - 2022

**TATA Motors-Automobiles
CAR Sales Consultant**

- Created and maintained excellent relationship with customer
- Work effectively with sales team to ensure individual and department sales are met
- Monthly Target achieved and customer appreciation was 95%
- Help the customers choose a car by explaining the virtues and features of different varieties of cars
- Arrange for test drives if the customer is interested
- When a customer decides on a vehicle, arranging all the paperwork required
- Help customer with different issues of car sales like acquiring insurance policy and car loans.
- Ensuring that the vehicle is not faulty before handing it over to the customer, especially when dealing with used cars
- Help the customers get a good deal
- Answer all customer queries about the vehicle and the subsequent formalities

Articles & Project

ARTICLE: “A Study of Farmers Preference towards Crop Insurance” International Journal of Interdisciplinary research in Arts and Humanities, Volume 2, Issue 2, Page Number 138-143, 2017.

MBA PROJECT: “A Study on Technical Analysis of Nifty Fifty Companies” This project is mainly concentrated on Technical Analysis of Nifty Fifty companies.

ARTICLE: “Impact of TV Advertisement on Consumers Buying Behavior” Research Expo International Multidisciplinary Research Journal, ISSN: 2250 – 1630, Impact Factor: 5.90 (Current) | 6.42 (Previous).

Achievements and Certifications

- **Rising Star** of the year 2022-True Talents Consulting Pvt Ltd.
- **Miss Commerce Award** winner in the year 2018- Sri G.V.G Visalakshi College for Women
- Cognos and SPSS (Basics): **IBM**
- **Tally Basic:** Auditor office training with R. Mathivanan.