

PRIYADARSHINI S.

BSBS BUSINESS ACADEMY, MBA

Specialization: Sales & Marketing

7259035945

Priyadarshini.bsbs@gmail.com

Objective: To Grow as Business Sales and Marketing Specialist.

Professional Skills: Leadership quality, Management skills, Initiative skills and Ownership quality

My Corporate Experience:

Pride Global – Market Research & Lead Generation (may 2021 to till date)

- Researching US market
- Capturing leads from the secondary research
- Populating prospects from given data source as well as secondary research
- Manipulating Email Ids from free tools
- Qualifying accuracy of the mail ids
- Lead generation for US and UK market

Payoda Technologies - Business Development Executive (feb 2020 to feb 2021)

- Lead generation
- Cold-calling
- Reaching US market
- Scheduling Meeting calls with the prospects
- Identifying Tech needs
- Periodic followups
- Closing deals

TGS Constructions Pvt. Ltd. – Client Relationship Manager (may 2016 to august 2018)

Highlights:-

- Meeting clients' requirement.
- Cross promotion.
- Building strong relationship with clients..
- Marketing our new launches.
- Part of revenue growth of the company.
- Providing best service to the clients.

SoftCell. – Inside Sales Manager (feb 2016 to may 2016)

Highlights:-

- Cold-Calling
- Lead Generation.
- Preparing Quotations.
- Follow-up with customers for the payment.
- Follow-up with the clients and procurement team for delivery of the product.
- Acquiring new customers.
- Solving customer problems.

My Live Projects

SPAR Hypermarket- Corporate Live project

Objective of the Project:-

- Better inventory Management
- Inventory Management analysis
- Indent generation
- Planogram
- Packaging of FMCG products.
- Retail planogram for multi brands
- Shelf life validation for better inventory level.

First Source- Market Research Project

Objective of the Project:-

- To provide sustainable entry level talent sourcing strategy for First Source
- Understand the perception of respondents towards BPOs
- Job seekers' expectation from BPOs.
- Seasonality of talent availability from BPOs.

Academic Performance.

Cours e	Institution	Year	Marks Obtained
M.B.A	BSBS Business academy Bangalore	2014- 16	67%
B.CO M	NES-Institute of Advanced Studies, Shimoga	2011- 14	89%
PUC	St Charles pre-university college, Bhadravathi	2009- 11	72%
SSLC	Taruna Bharathi High School Bahadravathi	2008- 09	69%

Personal Information.

DOB : 20/08/1993

Email Id : priyadarshini.bsbs@gmail.com

Contact No : 7259035945

Marital Status : Unmarried

Father's Name : V. Srinivas

Hobbies : Listening music, dancing, drawing, playing and social service

Future Goals : Providing free education for poor children

Declaration:

I hereby declare that the information furnished above is true to the best of my knowledge.

(Priyadarshini S)