

KIRAN KR

SENIOR BUSINESS DEVELOPMENT EXECUTIVE

CONTACT ME AT:



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PERSONAL PROFILE

- Date of Birth : 19-10-1999
- Languages known : English, Tamil, Malayalam, Hindi

STRENGTHS

- Team Management
- Integrity and Adaptability
- Self-Motivated
- Problem Solving
- Interpersonal skills
- communication skills.

SUMMARY

Extremely motivated to constantly develop my skills and grow professionally. Open to exploring opportunities to collaborate in the business development/Presales/Product management areas with globally leading organizations.

ROLES AND ACHIEVEMENTS

2024-PRESENT

VOXBAY SOLUTIONS | Pre-Sales Team Lead

KEY RESPONSIBILITIES:

- Finding and creating prospects through different networking
- Experienced in dealing with customers globally
- Experienced in conducting B2B and B2C sales.
- Responsible for the growth and motivation of team members based on defined development plans
- Managing the entire sales process from creation of leads to documentation of sale.
- Conducting one on one meetings to locally available leads and providing virtual meets to leads globally.
- Providing technical support to Converted customers to build network and keep in touch with them for collecting new references from them .

ACHEIVEMENTS:

- Acheived my first sale after one week of joining.
- Consistently met targets by 100% .
- Successfully built and maintained professional work relationship that increased business opportunities.
- Leveled up with the competition within 3 months of working on a rigorous sales campaign.
- Improved work efficiency by tracking and monitoring work processes.
- Closed upto 90 customers within a year.

BYJUS| Trainee

KEY RESPONSIBILITIES:

- Assisted in organizing and coordinating workshops and events to promote Byju's products and services among students
- Participated in product demonstrations to potential clients and answered inquiries regarding products and services
- Conducted surveys to gather feedback from customers to improve the quality of products and services
- Acquired knowledge of different software applications used in sales and marketing

S K I L L S

- Excellent communication and interpersonal skills
- Strong analytical and problem-solving abilities
- Proficient in Microsoft office suit
- Presales
- Business development and analysis
- Familiarity with LeadSquared, ZOHO , Salesforce , Hubspot and other CRM Softwares
- Ability to work independently as well as in a team

E D U C A T I O N

Mechanical Production,CGPA-7.3

Sree Chitra Thirunal College of Engineering,Trivandrum

AISSCE , 80.5%

Viswabharathy public school|MARCH 2017

AISSE, 91.2%

Viswabharathy public school|MARCH 2015

DECLARATION

I hereby declare that all the details provided above are true to the best of my knowledge.