

SRIRAMA

CONTACT

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- Ramanathapuram

SKILLS

- Customer engagement Strategic planning
- Interpersonal skills
- Communication
- Work Force planning
- Sales and marketing
- MS-office
- SEO/SMM
- Google ad's keyword
- Competitive Analysis
- Problem Solving and Decision -Making.
- Consultative Selling
- Presentation, Negotiation and Closing deals.
- Business to Business (B2B) and Business to Consumer (B2C) Sales.

EDUCATION

MBA - Marketing and HR KCT Business school, Coimbatore

2021-2023

B.Sc - Physics

SRM Institute of Science and technology

2015-2018

PROJECTS

- Synthesis and characterization of rare earth metal oxides
- Consumer preference towards organic food offerings.

AWARDS

- Secured first prize in district wise science exhibition or Tamilnadu Pallikalvi thurai
- Secured first prize in "ANGADI (Yugam cultural festival)

PROFILE

Experience Business Development Associate With a proven knack for building connections, problem solving, Equipped with good discrete, interpersonal and analytical skills, I am passionate about creating positive work environment and engaging employees. I am eager to turn the workplace into thriving communities where everyone feels valued and inspired to excel.

WORK EXPERIENCE

Business Development Associate

Crio.do (Qift Solutech Private Limited)

Apr'24 – Feb'25

- Exceeded annual sales targets through consistent pipeline management and effective negotiation tactics.
- Analyzed Customer Creditworthiness to Ensure Repayment Track:
- Increased revenue by identifying and targeting new markets for the company's products and services.
- Built Trustworthy Relationships with Customers.
- Drive timely, 100% SOP adherence, and good QoS. Maintained a consistent ARPS of 4.2 Lakh/week through collaborative training and guidance, Developed and maintained a comprehensive database of clients and prospects, utilizing CRM software for efficient tracking and follow-up. Hands-On Experience in Salesforce.
- Mentored junior team members, fostering professional growth and strengthening the business development department's capabilities.
- Improved lead generation processes by implementing innovative...

Relationship Manager

Home First Finance Company, India Limited

Jun'23 - Dec'23

- Maintained Relationships with Direct Selling Agents to Maximize Business Opportunities:
- Analyzed Customer Creditworthiness to Ensure Repayment Track:
- Accountable for Portfolio Collections and Maintaining Required Rates:
- Built Trustworthy Relationships with Customers:
- Maintained Relevant MIS & Data in Required Format:
- Hands-On Experience in Salesforce: