



# DHAVID EARNEST ALLWIN

## Business Development Executive

### CONTACT

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### EDUCATION

2018-2022 SVCET

- BE ( Mechanical )

### CERTIFICATION

- Python ( besant technologies )
- Excel (skillwise)
- LinkedIn Sales Navigator essentials & Skill set
- Email Marketing (Brevo)

### SKILLS

- Corporate Clients Handling
- Lead Generation
- Time Management
- Leadership
- Effective Communication
- Email & LinkedIn Marketing
- Cold Calling

### LANGUAGES

- English
- Tamil
- French

### PROFILE

- Having +2.7 years of experience in Marketing and Sales on Corporate in Global Market will bring outcome with the best of my potential and contribute to the organization's growth.
- Experienced in driving B2B sales and lead generation across the U.S.A, Europe, UK, APAC and GCC regions.
- Skilled in outreach via LinkedIn Sales Navigator, email marketing, and cold calling. Proven ability to engage decision-makers, schedule qualified meetings, and convert leads into long-term clients.
- Managed sales pipelines across USA, GCC, UK & APAC
- Supported AI, SaaS, and IT service sales for mid to large enterprises
- Strong in client handling, campaign coordination, and CRM-based reporting

### WORK EXPERIENCE

#### Agira Technologies

Business Development Executive

Sep 2024 -Present

- Lead generation through Research, Cold Calling, Email & LinkedIn Marketing and Networking
- Fixing Appointments individually
- Handling Global Market expertise in USA, UK, GCC and Europe
- Preparing daily, weekly, and monthly reports for better sales tracking.
- LinkedIn Sales Navigator Outreach
- Worked on US Roadshows, GCC Roadshows
- Proven Track record by Maintaining accurate client data, track sales pipeline, and report on lead generation and sales activities.

#### Axlerate Futuretech Solution

May 2023 - Aug 2024

Marketing Specialist

- Handled Customer Enquiry and Support
- Converted leads to Clients by Direct Visits and Internet Marketing
- Cordinated with partners for development
- Handled Digital marketing
- Handled Team for sales Cordinated in campaigns & Expo for the company
- Handled Client Support

#### Skillwise

Sep 2022 - July 2023

Resource Executive

- Helping the company by recruiting talented trainer for the needed training
- Maintaining data for company recruitment
- Implement performance review procedures (e.g. quarterly/annual and 360° evaluations)
- Implemented effective sourcing, screening and interviewing techniques, coordinate learning and development initiatives for all employees