

# Thamarai Selvi. A

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## Professional Summary:

Inside Sales Executive with 2 years of experience in lead generation, customer interaction. Skilled in cold calling, handling inbound leads, managing objections, and regular follow-ups. Experienced in using Zoho CRM and Apollo.io for lead sourcing and outreach. Eager to support Zoho's sales growth through clear communication and a customer-focused approach.

## Key Skills:

- Lead Generation and Qualification
- Cold Calling & Inbound Sales
- CRM Tools: Zoho CRM, Apollo.io
- Objection Handling & Negotiation
- Sales Pipeline Management
- Customer Relationship Management
- Communication & Team Collaboration

## Professional Experience:

### Inside Sales Executive

#### Hakuna Matata Solutions Private Limited

APRIL 2025 – JUNE 2025

- Used Apollo.io to find contact details of potential clients
- Sent LinkedIn connection requests to prospects
- Made outbound calls to introduce company services
- Shared the company profile with interested prospects
- Followed up with prospects to understand their interest
- Scheduled demo meetings with the Sales Manager

### Inside Sales Executive – Customer Service

#### Stellar Information Technology Private Limited

NOVEMBER 2023 – DECEMBER 2024

- Handled inbound lead calls using Zoho CRM.
- Assisted customers by explaining the process clearly.

- Shared quotations with clients and answered their questions.
- Followed up with interested leads to move them forward.
- Updated customer and lead details regularly in Zoho CRM.

### **Sales Coordinator**

#### **Futurenet Technologies India Private Limited**

AUGUST 2022 – JULY 2023

- Handled existing customers and managed repeat orders.
- Spoke with customers to understand their needs and suggest suitable solutions.
- Worked closely with the pre-sales team to prepare proposals.
- Coordinated with OEMs, distributors, and vendors for product orders.
- Built good knowledge of desktops, laptops, servers, networking, and security products.
- Supported deal registrations and helped close orders.
- Followed up with customers to ensure timely payments.

### **Education:**

- **Bachelor of Technology (B.Tech) – Electronics and Communication Engineering**  
Sri Manakula Vinayagar Engineering College  
CGPA: 7.76 | Graduated: 2022
- **Higher Secondary School**  
AKT Academy Matriculation Higher Secondary School, Kallakurichi  
Percentage: 66% | Graduated: 2018
- **Secondary School**  
St. Joseph of Cluny Matriculation Higher Secondary School, Tindivanam  
Percentage: 85% | Graduated: 2016

### **Technical Proficiency:**

- Zoho CRM
- Google Workspace
- Microsoft Excel, Microsoft Word
- Odoo ERP
- Apollo.io, LinkedIn Sales Navigator