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 **Devendran**

**GUNASEKARAN**

**Business Development**

**Intern**

**Details**

Rennes, France

+33754066318

devasekar10@gmail.com

**Nationality**

Indian

**Technical Skills**

Market research & analysis

*(Skilful)*

Customer Relationship

Building *(Experienced)*

Project Management

(*Skilful)*

ERP: SAP (*Experienced)*

MS Office: Word, Excel,

PowerPoint *(Experienced)*

**Language**

English (*Highly Proficient)*

French (*Beginner)*

Tamil (*Native)*

**Hobbies**

Reading & Learning

Running & Gym

**Summary**

Business Developer with a multifaceted background encompassing Sales and Marketing. Developed specialties in sales technique, communication, and CRM. Managed multiple projects efficiently by make use of Kanban methodology. Proven ability to develop strong relationships across cultures and to provide decisive team organisation in the college.

**Employment History**

**Business Developer, Red Pencil Advertising,** Bangalore, India

*June 2020 – Present*

Doing competitor analysis to find the strength and weakness.

Shortlist the start-ups to generate leads.

Market analysis.

*Responsibilities:*

|  |  |
| --- | --- |
| * Lead Generation
 | * Sales
 |
| * Client Service
 |  |

**Quality Assurance In-charge, SLN Pumps,** Coimbatore, India

*Jan 2017 – Nov 2018*

 Leading pumps and motor manufacturing industry.

*Responsibilities:*

|  |  |  |
| --- | --- | --- |
| * 5s implementation
 | * Root cause analysis
 | * Resource planning
 |
| * Line-rejection analysis
 | * Complaints review
 | * Documentation
 |

*Achievements:*

* + On-time delivery on both local and export pumps
	+ Helped suppliers to discover and fix their problems that helped our production team to reduce line rejection from 1.2% to 0.8% i.e. 0.4%
	+ Maintained good relationship with suppliers and customers

**Education**

**MSc Global Business Management**, Rennes School of Business, Rennes, France

*January 2019 – Present*

**Corporate Development and International Strategy**, Leuphana University, Germany

**BE Mechanical**, Sree Sakthi Engineering College, Coimbatore, India

*July 2012 - April 2016*

**Courses**

NLP for Sales, Persuasion & Influence, Udemy (Online course)

*29 May 2020 – 03 June 2020*

Lean Six Sigma White Belt, Udemy (Online course)

*April 2020 – Present*