



Devendran GUNASEKARAN

Business Development
Intern

Details

Rennes, France
+33754066318
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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