

## **PUNITH RAJAN**

**Green Park, B/2-104, Ashar Estate, Next to Billabong international school, Shree nagar,**

**Wagle Estate, Rd-no-27, Thane (west) (Mobile)– 9833753074**

**Email: rajan.sharppoint@gmail.com**

### **Summary and Achievements,**

Experienced in endorsing the type of core products and services for the individual company.

Started the career with Customer care representative, assisted the customer via phone and email. Addressed their complaints and the issues like door and fire access system, and immediately escalate the matter to the concerned engineers.

Assisted the UK and USA subscribers with features and benefits of the newly introduced mobile phones on the phone and elaborate the benefits of the phone for their family members and convert that in sale.

Also was awarded with the employee of the month in the year 2015 for the performance.

In regards to the recruitment industry generated the UK leads through Linked-In, Zoom Info, and Yelp targeted the recruitment agencies , filtered with 50 to 100 sized companies and checked with what would be the best solutions for the growth of their business and shared the desktop solutions with excellent skills and rapport.

Managed to achieve the set targets and appreciation from the clients.

### **Work Experiences:-**

**Global Vision Technology, Digital marketing manager**

From September 2019 till date

Lead generation

- Identifying your Target Audience.
- Picking your Promotional Methods Wisely.
- Create a Sales Funnel.
- Use an Email Newsletter to Build Relationships.
- Leverage Social Media to Connect and Engage.
- *Cold calling potential prospects and closing the deal.*

**Power weave studio Pvt Ltd (US,**

From March 25th 2018 till date

- Generating leads for commercial advertisement, digital media/social media marketing and e commerce.
- Email the clients and schedule an appointment for photography requirements. Once they are open for
- The opportunity does share the rate card and offers before the deal is closed.
- Guide them to send the products like Jewelry , Apparels, Cosmetics and other accessories to our studio
- In LA

**Arpeo Data Research Pvt Ltd,**

From Dec 3rd 2013 to July 2017

Generated (B2B) leads through all available networking websites, cold called UK business leaders and recruitment agencies to propose recruitment & sourcing solutions, try to understand the challenges and provide with alternate solutions and updating the same in CRM.

Once the client is convinced with the details send him the service agreement and check with the payments details with accounts team.

Created a database for the company.

Forwarding the weekly and the monthly reports to the managers.

**Tech Mahindra (Three UK)**

From June 2011 till May 31st 2013

Role comprised with outbound sales associate with dialing the existing customers, filtered the candidates on basis of the existing contracts and credit check depending upon the score provided the contract for phone and dongles, achieved to get the daily sales target with up-selling Sim cards.

**Zenith InfoTech, USA**

from March 2010 to March 2011

Generating and Cold calling the B to B leads for VU teleconferencing system, setting the appointments depending upon the customer's video conferencing solution display the live example of the meeting online and the glitches.

Compared the services, benefits, advantages and the price and send the lead details to our district managers in US.

Managed to mentor the team and shared the detailed information of the products with add-on benefits and helped them to achieve the targets.

**SITEL,**

From Aug 2008 to Sept 2009

Worked for EarthLink ISP USA, and People pc Internet service provider, assisting the subscribers through phone calls and chats and help them to restore their Internet connection and try to explain behind the reason for the static connection and how to avoid it in the future once they are satisfied upsold security products like Norton 360 and Fine tune and achieving CSATS.

**Spanco, Respondez**

from July 2007 to Aug 2008

Assisting the Inphonix telephone subscribers through Chat's, e-mails and calls and provide them the best solutions for return and exchange policy.

**Godrej up Stream**

from Aug 2004 to June 2007

Worked for Johnson Controls India, lodging the complaints of the customer and reporting the same with the client and sharing the feedback from the customer and expediting to the concerned department.

Academic qualifications,

Year 1993-1994 Higher Secondary Certificate with the Examination conducted by Maharashtra board of Higher Secondary Education.

Year 1991-1992 Secondary School Certificate with the Examination conducted by the Maharashtra Board of Secondary Education.

Computer Knowledge

MS Office and Internet Applications.

Other Qualifications

Diploma in Automobiles Engineering (D A E) with the Examination conducted by the Agnel Institute of Technical Training (Bandra).

Personal Data

Date of Birth: 22nd September 1972.

Nationality Indian / Sex – Male / Marital Status – Married.

