

# DEVARAJ R

## COMMUNICATION

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stage Bangalore-560008

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## CAREER OBJECTIVE

To pursue my career in a position where I can learn and excel myself, while contributing to the success of the organization.

## HIGHLIGHTS

- Proficient in MS office
- Effective communication skills
- Ability to work in a team and meet deadlines
- Complex Problem Solving
- Quick learner

## CERTIFICATION

Advance Digital Marketing course from EduEasyGo institute for the duration of 2 months and have worked on Live projects.

## PROFESSIONAL EXPERIENCE (3.6Yrs)

### Digital Marketing Intern in Design Dock for the past 2 months

#### RESPONSIBILITIES

- Plan and execute all digital marketing, including SEO/SEM, marketing database, email, social media and display advertising campaigns.
- Creating marketing and social media campaigns and strategies, including budget planning, content ideation, and implementation schedules.
- Ensures brand consistency in marketing and social media messages by working with various company department members, including advertising, product development, and brand management.
- Growing and expanding company social media presence into new social media platforms, plus increases presence on existing platforms including Facebook, LinkedIn, Twitter, and Instagram
- Monitoring online presence of company's brand and engage with users, strengthening customer relationships.
- Reports progress to senior marketing management.
- Researches and monitors activity of company competitors.

### Relationship Executive (Sales/Business support) in Quikr for the past 1.3 years

#### JOB DESCRIPTION (July 2018 – Dec 2019 )

- Maintain good relationships with clients so that the business can maximize the value of those relationships.
- Create plans to address client's business needs
- Act as point of contact for complaints and escalate issues as appropriate.
- Executing online campaigns such as creating organic traffic on Commonfloor website in regards to builder offers, promoting other campaigns like mailer, sms and social media marketing (Facebook & Instagram).
- Executing offline activities in tech parks, residential apartments having tenants occupancy more than 60% as per builder request.
- Discussing about future campaigns with respect to current market trend along with the sales team.
- Taking initiative on behalf of sales person during his absence and acting as point of contact in order to have a established business relationship.
- Ensure both the company and clients adhere to contract terms.
- Collaborating with internal teams (e.g. sales, engineers, senior management) to address customer's needs.
- Resolve any customer complaints in a prompt and professional manner.
- Monitor and assess activities of our competitors to proactively satisfy and retain our clients.

## Business Development Manager in DreamTales Studio for the duration of 8 months

### JOB DESCRIPTION ( Sep 2017 - May 2018 )

- Converting Leads into potential clients.
- Identifying potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Present new products and services and enhance existing relationships.
- Work with technical staff and other internal colleagues to meet customer needs.
- Arrange and participate in internal and external client debriefs. Track and record activity on accounts and help to close deals to meet these targets

## Project Supervisor in WeP Solutions for the duration of 1.8 years

### JOB DESCRIPTION ( Nov 2015 - Jun 2017 )

- Monitor workflow and make timeline adjustments as needed.
- Develop status report, cost estimate and resource plan.
- Coordinated with client to gather requirements and manage expectation.
- Collaborate with developer to meet client requirement.
- Planning and monitoring the project.
- Reporting day today activities.
- Ensure all documentation is completed as required.
- Hiring Contract Employee to the Client Location.
- Assign work to contract Employees.
- Adopting and applying appropriate technical and quality strategies and standards.
- Foster a positive team environment and assist Employees as when required.
- Comply with all company policies and procedures.
- All other duties as assigned by management.

### EDUCATIONAL QUALIFICATION

#### **BACHELOR OF ENGINEERING (2013)**

##### **SCT Institute of Technology (E&C)**

Bengaluru, Karnataka

#### **Pre-University Education (PUC)(2009)**

##### **SBMJC P.U College**

Bengaluru, Karnataka

#### **Central Board Of Secondary Education (CBSE) (2007)**

##### **KVNAL**

Bengaluru, Karnataka

## PERSONAL DETAILS

Father's Name : Y Ramachandra  
Date of Birth : 4/July/1991  
Gender : Male  
Nationality : Indian  
Marital Status : Single  
Languages Known : Kannada, English, Hindi, Telugu and Tamil

## DECLARATION

I hereby confirm that the above information is true to the best of my knowledge.

Date :

Place : Bengaluru

( Devaraj R)