

**A.NANDHAKUMAR**

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## **CAREER OBJECTIVE**

To be in challenging position in an organization where my technical and analytical skills would be applied for the betterment of the organization.

## **INDSIDE SALES EXPERIENCE :**

Working as a **Inside Sales Executive** in **Essential Soft Solution 6<sup>th</sup> Aug 2016 to Aug30th 2019.**

### **Roles and Responsibilities.**

- Providing a high level of customer service to assigned clients.
- Communicating with high profile clients.
- Giving clients support during all stages of a sale.
- Keeping accurate records of all sales and prospecting activities.
- Resolving customer complaints and disputes.
- Responding to pricing enquiries.
- Contacted new and existing customers to discuss how their needs could be met with specific products and services.
- Cold calling and Lead Generation
- Qualifying leads using BANT strategy.
- Experience of launching products in new markets.
- Proficient in the use of CRM software and Lusha tool to Generate leads.
- Communicating professionally, confidentially, and effectively.
- Building and growing high performing teams.
- Experience of selling communications, **IT cloud based technologies.**
- Extensive knowledge of the company products an also of the wider IT marketplace.
- Keeping up to date with the developments of new technologies.

- Driven knowledge in cloud storage like Gsuite(Basic ,Business and Enterprises) and Software licensing - Office 365,windows 10,8 professional and SQL compact and expression edition ets.,
- Experience in a leadership role.
- We are using google sheets which is equivalent to Microsoft Excel.
- Data filters,Data sorting,pivot table and pivot reporting,Advance chart,VLOOK,data validation etc.,these are the tools to generate the reports.

## **EDUCATION**

S.No	Educational Qualification	Institution	Year of Completion	%of Marks
1	Bachelor of Technology in information technology.	Anna University, Coimbatore	2015	71.4%
	Diploma in Information Technology	Directorate Of Technical Education	2012	98.6%
2	Secondary School	Sri Vidhya Mandir Matriculation Higher Secondary School,Rasipuram.	2007	61.2%

## **PERSONAL PROFILE**

- Name : A.Nandhakumar
- Father's Name : Mr. R.Angamuthu
- Mother's Name : Mrs.A.Saraswathi
- Date of Birth : 30 April 1991
- Nationality : Indian
- Languages Known : English (Read, Write, Speak), Tamil (Read, Write, Speak).
- Hobbies : Drawing , Playing , Handball.
- Strength : Self Confidence,Good Leader and willingness to learn new thing.

## **DECLARATION**

I hereby declare that all the information above are true to the best of my knowledge and I assure that I will perform my duties to the best of my ability.

SIGNATURE:  
A.NANDHAKUMAR