

#154/DE Railway quarters,  
Vishweshwa nagar, Mysore

**Ranjitha G**

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## Objective

To obtain a position in a company with the strong focus on creativity and problem solving. To find a position that is challenging, rewarding and provides an opportunity to expand my knowledge and abilities in creating client centric solutions.

## Education

- Completed Higher Secondary School from St.Mary's girls high school, Mysore.
- Completed Diploma in Medical laboratory technician from Vikram Institute of Paramedical Sciences, Mysore.

## Professional Experience

1. Trident automobiles (Sales Consultant 1 year) .

Analyze customer requirements and effectively recommend about product ad services and negotiate fair and profitable transactional with customers and converting into sales

2. Uni-Solutions Pvt Ltd ( Business Development associate 1.2 years)

Based on company source leads reaching out to the customers through calls and fixing and appointment for conversion of Leads for US Market.

3. Digital Matics Technology ( Lead Generation and Business development Executive 1.5 years)

Based on US region research and prospects the industry and generate the leads through Email Marketing to key clients and prospects

As a BDE review the generated leads, research and update missing information.

Preparing and delivering pitches and presentations to potential new clients and converting them into sales.

4. Value leaf (Senior Business development Executive 9 months ).

Procuring new clients through direct contact, Word of mouth or make calls and understand the customer requirements and suggest them the right solution

Negotiating with customers to secure the most attractive prices

Maintain the meaningful relationship with existing customers.

5. Working at Skinnsi as Inside Sales executive 2022 ( 6 Months )

First point of contact with customers and making outbound calls to brief about the product.

Understand customers needs and requirements and will work with sales team to close the deal.

## **Strengths**

- ✦ Quick learner, always ready to learn new innovative things to gain experiences in my working industry.
- ✦ Have Excellent communication skill.
- ✦ Committed to work hard.
- ✦ Self confidence Person.
- ✦ Organizing event management and to volunteer.

## **Computer Skills**

- ✦ Basic computer knowledge in Windows XP, Vista, 7 and 8.
- ✦ Microsoft excel, Powerpoint, Word and also applications which is related to microsoft.
- ✦ Like to learn and gain more experience in this field to prove my nature of work.

**Personal Information**

Date of Birth: 16.06.1994

Age: 26

Sex: Female

Marital Status: Single

**Languages Known**

	To Speak	To write	To read
English	Yes	Yes	Yes
Tamil	Yes	No	No
Kannada	Yes	Yes	Yes
Telugu	Yes	No	No
Hindi	Yes	Yes	Yes

**Declaration**

I here by declare that all the details furnished are genuine and can be subjected to verification at any time.

**Place** : Mysore

**Yours Sincerely,**

( Ranjitha G )