



Dinesh Suriyanathan

Personable sales representative who consistently exceeds sales target goals. Senior sales executive with experience in Edtech and B2B Sales.

GET IN CONTACT

Mobile: +91-8754455483

Email: dineshsuri7496@gmail.com

PERSONAL DETAILS

- Total Experience 7 Years 9 Months
 - Current Location Chennai
 - Date of Birth Apr 07, 1996
 - Gender Male
 - Marital Status Married
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SKILLS

- Business Development
 - Sales Development
 - Sales Planning
 - Sales Management
 - Planning
 - Lead Generation
 - Leadership Skills
 - Business Management
 - Sales
 - Sales Lead Generation
 - Edtech
 - Team Handling
 - Teamwork
 - B2B Sales
 - B2C Sales
 - Industrial Sales
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TECHNICAL SKILLS

- Data Analytics
 - Data Management And Analysis
 - Sales Strategy
 - Sales Planning
 - Team Handling
 - Market Analysis
 - B2C Sales
 - B2B Sales
 - Revenue Generation
 - Training And Development
 - Lead Generation
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PROFILE SUMMARY

* Hardworking and passionate job seeker with strong organizational skills eager to help team achieve company goals. Experienced Sr. Business Development Manager with over 7.5+ years of experience in sales. Excellent reputation for resolving problems and improving customer satisfaction.

* Dedicated sales professional with history of meeting company goals utilizing consistent and organized practices.

* Skilled in working under pressure and adapting to new situations and challenges to best enhance the organizational brand.

* Organized and dependable candidate successful at managing multiple priorities with a positive attitude. Willingness to take on added responsibilities to meet team goals.

EDUCATION HISTORY

Graduation

Course	B.Tech/B.E.(Mechanical)
College	Veltech high-tech engineering college
Year of Passing	2017
Grade	7.9/10

WORK EXPERIENCE

Sep 2018 to Present

Senior Business Development Manager at BYJUS

* Handled BDMs and BDAs network and ensured sales and demo targets for the weekly cycle are achieved.

* Developed and implemented performance improvement strategies and plans to promote continuous Sales and Revenue Target completion.

* Used Microsoft Word/CRM/Google sheets and other software tools to create documents and other communications to track and enhance Sales

* Inputs for the sales team and provide continuous input feedbacks.

* Actively listened to customers requests, confirming full understanding before addressing concerns and delivering the best solution based on the actual need.

LANGUAGES KNOWN

- English
 - Tamil
 - Hindi
 - Telugu
 - Malayalam
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SOCIAL LINKS

- <https://www.linkedin.com/in/dinesh-suriyanathan-1004a5145>

* Developed and maintained courteous and effective working relationships with other stake holders like Post sales/HR/Pre sales and Operational teams for process betterment.

* Creating and Maintaining spreadsheets using Microsoft Excel for daily, weekly and monthly reporting targets tracking.

* Achieving Weekly Targets through sales pipelines from the previous prospects and also ensuring nn spot closures are done on a weekly basis through demos with the clients.

Jun 2017 to Sep 2018

Marketing Executive at Vee Ar Sealing System

* Developed messaging about key customer challenges and benefits of company solutions.

* Helped stakeholders understand technical and systems views of Product and Service

* Supported the company's sales goals and advice on diverse product technical issues.

* Wrote documents and created presentations sharing technical details of products, technologies and solutions.

* Leveraged engineering and product management expertise to drive future technical project direction.

* Collaborated closely with sales, engineering and project management to support end-to-end processes.

* Generated reports to support development and implementation of marketing plans.

PROJECTS

Business Development Training and Sales Planning, 20 Months

Handled a teamsize of 700+ direct employees, 45+ managers and 5 Associate Senior Managers from South India to build a strong sales team by implementing an in-house training project by setting a sales target for the respective hired employees and increasing the team size of the organisation by ensuring the Annual Revenue Growth and Quality of employees being trained and employed accordingly. This particular project has increased the overall Revenue Growth of the organisation upto 2.5x.

OTHER INTERESTS

Cooking
Singing
Dancing
Painting