

JANANI V

EXPORT – BUSINESS DEVELOPMENT

18 H, Dynamic Flats, Nanganallur 9th Street
Chennai – 61

jananimba87@gmail.com

0091-8903788270



PROFILE SUMMARY:

Having six years of experience in handling international market business development mainly worked in Europe, USA, Africa, Japan and Asian countries. Exposure in export sales, logistics and team handling. Continuously learn and contribute with my skills to achieve the overall objectives of the company.

WORK EXPERIENCE

CAVINKARE

(Personal Care & Hygiene Division)

International Business Officer

JAN 2020 to OCT2020

- Identifying distributors/partner in assigned region
- FMCG market study & competitor analysis of targeted market
- Customize and tailor made prices according to the current market attaining a mutual benefit
- Regulatory - Timely products registration or products listings, and ensure timely submission of required documents (POSM, Translation stickers etc)
- Work closely with various internal departments to ensure accurate execution of Orders and shipment schedule.
- Payment Follow up and feedback on our service
- Following up with distributors on regular intervals for repeat orders

VVD & Sons Pvt Ltd

(Activated Carbon Division – Eco Green)

International Business Officer

April 2017 to Dec 2019

- Sourcing customer base with Data/Exhibits/online source etc
- Increasing sales orders with existing client which helps to achieve company's turnover
- Improving client base and sale orders w.r.t product category and region wise
- Identifying new clients for each product category
- Establishing plans & strategies for achievement of sales value in each quarter
- Monitoring market price in international market and trends
- Finalizing orders with clients based on production plan
- Sample arrangement & approval from client before shipment

- Purchase order verification...
- Validating price list given by forwarders on monthly basis& arranging shipments
- Developing new product category as per market trend
- Analyzing competitor price & specification in International market
- Raw material sourcing from Chinese market& cost comparison with various vendors.
- Coordinating with internal team for delivery of material against each order.
- Active involvement with customer and production team until material delivers.
- Order Dispatch planning with logistic
- Sorting out any discrepancies related to quality, dispatch& production delays, vessel change etc...
- Shipment updation& payment follow up with customer.
- Handling CRM software(ZOHO), PIPEDRIVE for maintaining customer database
- Team Handling

ACHIVEMENTS:

Finalized annual contract with Japan client (Osaka Gas& YLC)

Developed 3 US& 5 Europe clients during my tenure

Bharat Logistics Solutions Pvt Ltd, Chennai Sep 2014 to March 2017 **Overseas Business Development & Export Pricing**

- Identifying potential agents in each country & establishing business relationship with each of them
- Developing partnership with Overseas Agents
- Understanding about overseas agent customer requirements accordingly rendering service to them
- Worked with clients across numerous time zones, ensuring all shipment issues were handled in a timely manner.
- Main focus on ERO Business adapting plan for each agent
- Regular follow up with agents to generate new & existing business deal
- Having exposure of export pricing part in both air & ocean requirements
- Negotiating with carriers as when required to close the deal
- Offering various carrier options to clients
- Managing quotes and closing deals effectively and efficiently to successfully

convert into revenue

- Sorting out agent related issues /if any related to shipments or lacking of communication
- Data management /lead generation/Managing team

**Trikaal tech Enterprises Pvt Ltd, Chennai
2012**

Oct 2010 – March

Marketing Research Executive

- Provide intense marketing research in technical aspects
- Provide research to identify the prospected clients
- Database management. Allocating work to Team Members
- Finding prospected clients in every domain of services
- Organizing conferences& Seminars
- Problem Solving
- Involved in recruitment process
- Maintaining Daily report of projects.
- Preparing Invoice

EDUCATION:

Master of Business Administration (Finance and Marketing)

Sastra University, Tanjore, India

2008-2010

Bachelor of Physics

Bharathidasan University, Trichy

2004- 2007

TECHNICAL SKILLS:

MS Word, MS Excel, MS Power point, SAP, Zoho, 4dx

PERSONAL DETAILS:

Date of Birth : 13th August, 1986

Gender : Female

Nationality : Indian

Marital status : Married

I hereby, declare that all information given in my profile is to the best of my knowledge and belief, true and correct.

Yours truly,
V. Janani

DATE :

PLACE: