

RAJESH KRISHNAN

SENIOR BUSINESS DEVELOPMENT EXECUTIVE



PERSONAL DETAILS

Mobile No : +971 562898259

Email : rajeshkrishna799@gmail.com

Address : Aiswaryam, Neduvannoor
Avaneeswaram RS P.O
Kerala, India

Nationality : Indian

D.O.B : 28/07/1991

Gender : Male

Marital Status : Unmarried

Visa Status : Visit Visa

KEY SKILL

- Team Handling
- Sales
- Marketing
- Business Development
- Sales Management
- Business Management
- Territory Management
- Customer Service
- Customer Relationship
- Tele Communication

LANGUAGE KNOWN

- English
- Malayalam

ABOUT

I am an experienced sales and marketing executive with 9 years of proven success in driving revenue growth and enhancing brand visibility. My expertise lies in developing strategic marketing initiatives and executing targeted sales plans that consistently achieve or exceed company objectives.

I am dedicated to delivering exceptional results through hard work, innovation, and a strong focus on customer satisfaction. I thrive in dynamic environments, leveraging analytical skills to identify market trends and capitalize on opportunities for growth, ensuring both personal and organizational success. My commitment to excellence and collaborative approach makes me a valuable asset to any team seeking to enhance performance and achieve ambitious goals.

ACADEMIC CREDENTIALS

- **Master of Commerce** **2017**
Madurai Kamaraj University, Percentage - 52% India
- **Bachelor of Commerce** **2011**
University of Calicut, Percentage - 56% India

PROFESSIONAL EXPERIENCE

- ❖ **Senior Business Development Executive**
Chittilappally Square.
Oct 2024 - Apr 2025 | Kochi, India

I played a pivotal role in driving growth by focusing on engaging schools and educational institutions across the state. I was responsible for presenting our unique offers and packages, building strong relationships, and effectively persuading these institutions to visit our park, thereby contributing directly to achieving and exceeding business targets

- ❖ **Certified internet consultant**
Just Dial Ltd.
Apr 2023 - Mar 2024 | Coimbatore, India

As a Certified Internet Consultant at Justdial, i wad played a crucial role in driving business growth by consulting with local business owners and offering them effective online lead generation solutions. I will be responsible for building strong client relationships, understanding their unique business Customer Relationship Customer Relationship Management Telecommunication Mobile Communication needs, presenting Justdial's value proposition, and converting prospects into satisfied customers. This is a target-driven role that offers excellent opportunities for professional development and earning potential.

PASSPORT DETAIL

Passport No : W9764595
Place of Issue : TRIVANDRUM
Date of Issue : 24/01/2023
Date of Expiry : 23/01/2033

ONLINE PROFILES

- [Linkedin](#)

COMPUTER SKILL

- MS Office (Word, Excel & PowerPoint)

❖ Territory Manager

Silver Storm Amusement Park
Jun 2016 - Jun 2023 | Chalakudy Thrissur, India

I initiated my career at Silver Storm, a renowned amusement park in Chalakudy, Kerala, successfully ascending from Marketing Executive to Senior Sales Executive, and ultimately to Territory Manager. I played a pivotal role in promoting and selling a diverse range of experiences, including thrilling rides and engaging activities, to various sectors such as schools, banks, industries, and multinational corporations.

- Consistently achieved sales targets by crafting tailored packages that resonated with each client's needs.
- Enhanced customer satisfaction by effectively communicating the unique value of our offerings.
- Fostered long-term relationships with clients, ensuring repeat business and referrals.

My passion for creating memorable experiences not only contributed to the park's revenue growth but also enriched my professional journey in sales and client engagement.

❖ Accounting Assistant

JMJ Finance Ltd.
Feb 2020 - Jan 2021 | Thrissur, India

I Contributed to the financial growth of a Micro Finance Company by managing client loan processing and support. Ensured accurate entry of client information into the company's database, enhancing data integrity and accessibility.

- Conducted thorough verification of customer documentation, ensuring authenticity and compliance with company standards.
- Collaborated with operational staff to streamline loan processing, improving overall efficiency and customer satisfaction.

I Played a key role in maintaining financial records and supporting the responsible lending practices of the organization.

DECLARATION

I hereby declare that all the details mentioned above are in accordance with the truth and fact as per my knowledge and I hold the responsibility for the correctness of the above-mentioned information.

Rajesh Krisnan