



# Amith Satheesh

Nalukandathil, Thottakatukara P.O, Aluva, Kerala, 683108, India

November 23, 1996

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## SKILLS

Employee Relations



Teamwork and Collaboration



interpersonal skills



Negotiation skills



Training and Development



Conflict Resolution



Public Speaking



## LANGUAGES

English

Expert



Malayalam

Expert



Hindi

Intermediate



## AWARDS

Silver Star in Business Development

IMS COCHIN

Consistently exceeded quarterly and annual sales goals.

An organized and dedicated employee looking for an opportunity in Human Resources. Looking to leverage my skills in Communication, Relationship building, Administration, Documentation, Training and development by transitioning into the Human Resource space.

## WORK EXPERIENCE

### Appmaker.xyz

(April 30, 2019 - December 31, 2019)

Business Development Executive

Attended initial sales meetings and met the client. Determined the client's business requirements and whether the products being considered were suitable. Presented findings to the technical team to act on, and then to the client. Negotiated sales, package discounts, and long-term contracts with clients. Provided technical advice after sales. Created sales goals and implemented initiatives to increase sales.

<https://appmaker.xyz/>

### IMS COCHIN

(April 01, 2021 - March 08, 2022)

Career Planning Advsiior

Sourced, generated and built new business opportunities for the company through calling and following up on warm leads from lead-inception to close. Handled Face-to-face client meetings right from counselling to closing through Direct Sales. Conducted 8-10 meetings weekly and generated revenue. Responsible for creating a network of professional contacts that consistently resulted in solid referrals. Achieved monthly sales objectives and weekly activity metrics.

### BYJU'S

(August 25, 2020 - October 21, 2020)

Business Development Trainee

Connected with potential customers, counselled the students on BYJU'S unique way of learning and assisted them to become premium subscribers.

<https://byjus.com/>

### Aura Diagnostic Equipment

(April 01, 2022 - Present)

Head of Business Development

Provided training and professional development to the sales team. Created sales goals and implemented initiatives to increase sales. Assisted sales team members to build quality relationships with customers. Prepared sales presentations and participated in sales meetings. Generated reports and data essential for sales efficiency. Handled escalated client objections and concerns to support other members of the sales team.

## EDUCATION

### Capital university

Bachelor of Technology, Computer Science and Engineering