

Vishnu MV

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7012838575
Thrissur, Kerala

Motivated and driven Business Development Executive with 1 year of experience. Skilled in identifying opportunities, building strategic relationships and driving revenue growth.

Experience

January, 2023 – Dec 2023

Business Development Executive/ QB Tech solutions

- Built and maintained strong relationships with key stakeholders, leading to increased customer satisfaction
- Conducted market research to identify emerging trends and explore competitive opportunities.
- Successfully identified and acquired new clients, thereby expanding the customer base.
- Developed good rapport with clients through regular communication and follow ups.
- Creating comprehensive digital marketing strategies to achieve business goals.
- Utilized platforms like BARK and LinkedIn to prospect and identify potential clients, effectively expanding outreach and networking efforts.

Dec 2021 – Feb 2022

Associate Consultant/ CareerNet Technologies

- Experience in end to end IT Recruitment, which includes sourcing, screening, shortlisting and scheduling interview.
 - Prescreened candidates based on the job requirements, assessing their work experience, skills and communication abilities.
 - Maintained accurate database records in Excel, ensuring organized pipeline of candidates.
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Skill

- Team coordination
 - Mentoring
 - Adaptability
 - Sourcing
 - Negotiation
 - Recruitment
 - Strategy development
 - Monitoring & Reporting
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Education

2019 - 2021

MBA / HR & Marketing, Anna University

2016 - 2019

BBA / Marketing, Calicut University