



# VINAY N

- Bengaluru 560022
- +91 9500031716
- narayanvinay10@gmail.com

## SUMMARY

Accomplished Business Development Manager with solid record directing sales and marketing activities. Persuasive negotiator with diplomatic communication style and relationship-building expertise. Collaborative professional committed to providing clients with reasonable, business-smart solutions to common issues.

## SKILLS

- Pipeline Management
- Relationship Building
- Lead Generation
- Business Development
- Sales Presentations
- Cold Calling
- Training and Development
- Event Planning
- Proposal Writing
- Verbal and Written Communication

## EXPERIENCE

### **BUSINESS DEVELOPMENT MANAGER**, 08/2021 - 11/2022

**Object Automation System Solutions P. Ltd**, Chennai, India

- Identified potential clients, built relationships, and negotiated contracts.
- Created presentations to attract new business opportunities.
- Maintained a database of existing customers and prospective leads.
- Drafted proposals for prospects in response to their requests for information.
- Attended and hosted events and conferences to network with potential clients.

---

### **SENIOR BUSINESS DEVELOPMENT EXECUTIVE**, 01/2020 - 11/2020

**Extramarks Education Pt. Ltd.**, Chennai, India

- Built relationships with clients and the application users for marketing and selling the app.
- Got promoted to Senior Business Development Manager within a quarter due to the sales and performance.

## EDUCATION AND TRAINING

**SRM Institute of Science And Technology**, Chennai, 05/2020

**Bachelors of Technology: Mechanical Engineering**

- 84 percentage

---

**Narayana Junior College**, Nellore, 05/2016

**Intermediate: MPC**

- 96.3 percentage

---

**AVM Rajeswari MHSS, Chennai, 05/2014**

**10th**

- 93.2 percentage

---

**ISBR Business School, Bengaluru**

**PGDM: Marketing & Data Science**

---

**LANGUAGES**

**Tamil:** First Language

**English:**

C1

**Hindi:**

B2

Advanced

Upper Intermediate

**Telugu:**

B2

Upper Intermediate

---

**LINKEDIN**

[www.linkedin.com/in/vinay-narayanan2408](http://www.linkedin.com/in/vinay-narayanan2408)

---

**ADDITIONAL  
INFORMATION**

- I have taught to more than 5 students online and helped them prepare for their CBSE 10th, 11th Mathematics and also I've helped students to crack 11+ examination.

---

**CERTIFICATIONS**

- Six Sigma Certification
- Microsoft Az-900

---

**ACHIEVEMENTS**

- Section Ambassador at ISBR
- Being a teacher against all odds
- Have hosted more than 20 events and gave many sessions regarding Cloud and its future.