



Bavithra Arjunan

26/1,SR Mansion,kilapalayam Street pattukkottai

Contact : 9863591717

Email : bavithraarjunan@gmail.com

DOB : 13-01-1999

LinkedIn : [https://www.linkedin.com/in/bavithra-arjunan-81b5b5224?](https://www.linkedin.com/in/bavithra-arjunan-81b5b5224?utm_source=share&utm_campaign=share_via&utm_content=profile&utm_medium=android_app)

utm_source=share&utm_campaign=share_via&utm_content=profile&utm_medium=android_app

OBJECTIVE

Dear sir/madam.

I am enthusiastic young professional with relevant experience and relatable skill sets and great interest with this role.

SKILLS

- Objections handling
- product presentation
- problem solving
- Lead generation
- Customer Support
- Rapport Building
- Active Listening

LANGUAGE

- Tamil (Native)
- English

EXPERIENCE

BYJUS - THE LEARNING APPLICATION

Associate- Business Development (pre-sales)

Duration : **April 2021 - January 2022**

CRM Skills: Ameyo, Leadsquared, Salesforce, Hubspot.

- Working closely with sales in support of generating new business revenues.
- Analyse the market and the benefits we would provide to potential customers.
- Participate in web demos.
- Build core knowledge in products and solutions.
- Actively monitor and assist in day-to-day sales &
- CRM partner support via LeadSquared.
- Develop and maintain the Pre-Sales pipeline, assessing and adjusting routines, platforms/systems, documentation materials, training, and demonstration execution.
- Fix an appointment or web meet with prospective clients and close the deals.

Aakash educational services limited

SENIOR EXECUTIVE - Business Development

Duration : **April 2022 - September 2023**

Responsibilities:

CRM Skills: Ameyo, Leadsquared, Salesforce, Hubspot.

Identifying profitable business opportunities.

- Conducting extensive market research and Proactively seeking new business opportunities in the market
- Developing and executing sales and marketing strategies to grow business
- Nurturing relationships with clients. Analyzing market trends and Tracking business
- Proactively seek new business opportunities in the market
- Stay up-to-date with new services and new pricing/payment plans.
- Developing and executing sales plans to meet and exceed monthly and quarterly sales goals Growing business through the development of new leads and new contacts
- Collaborating with management on sales goals

Support the team with other responsibilities as required

Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending

profit and service improvements.

- Collaborate with team members to achieve better results Gather feedback from customers or prospects and share it with internal teams.

CALIFORNIA SOFTWARE COMPANY PUBLIC LIMITED

INSIDE SALES SPECIALIST

Duration : **October 2023 - January 2024**

- converts pre-qualified leads with proper SAAS demo and generates new business with existing customers by using upselling tactics that ensure a great customer experience.
- Understand the SAAS products and offer a better negotiation to the customer with proper demonstration.
- Conduct outbound calls to prospective clients to maintain relationship.
- Identify and qualify potential leads through engaging conversations.
- Develop and maintain relationships with prospects through strategic messaging and engagement on social media platforms.
- Monitor and analyze email campaign performance, making adjustments as needed.
- Manage the sales operations and prospective pipelines
- Build rapport with contacts and understand where the prospect is in the buying process.
- Identify opportunities that meet a minimum qualification criteria for the sales team.
- Tend incoming sales calls and emails, and assign them to sales reps.

TeleCMI Tech Private Limited

Sales Advisor - Inbound sales

Duration : **17th April 2024 - Still working**

Analyzing the Inbound inquires .

Conducting customer and competitor research.

Pre- Sales preparations and presentations.

Facilitating focus groups.

Product quotation preparation.

Responding to requests for information (RFIs) or requests for proposals (RFPs)

Determining technical requirements.

Assisting the sales team in qualifying potential customers.

Making discovery calls

Presenting demos

Sales conversion

Post sales operations

CRM : ZOHO CRM

EDUCATION

Anna University BIT Campus Tiruchirappalli

BE COMPUTER SCIENCE AND ENGINEERING

Passing Year - **2020**

Grades : **6.0**

Brindavan higher secondary school

Higher secondary

Passing Year - **2016**

Grades : **1080**

PROJECTS

TWITTER BASED FAKE NEWS PREDICTION (2019-2020)

Abstract:As the popularity of social media has risen, people have become increasingly aware of current events, often through sources such as Twitter. One issue with these news sources is the prevalence of false information, or fake news. Even as some social media platforms take initiative with labels or warnings, fake news continues to have dangerous consequences beyond misinformation. The goal of this research is to implement an effective method of identifying fake news spread on Twitter through the use of Artificial Intelligence (AI). More specifically, the investigation studied Long Short Term Memory (LSTM), Gated Recurrent Unit (GRU), and Natural Language Processing (NLP) networks to compare their accuracy when predicting fake news. Data was preprocessed and used to train AI models; figures were then generated for analysis. All three models achieved high accuracy in detecting fake news; however, the NLP model was the only iteration that possessed the ability to identify satire as fake news. For this reason, the NLP model was deemed the preferred choice for detecting fake news on Twitter.

TECHNICAL SKILLS

programming language

C,

C++,

Java,

SQL