Venkatesh S

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https://www.linkedin.com/in/venkatesh-solaiyappan-727bb629b? utm_source=share&utm_campaign=share_via&utm_content=profile&utm_medium=android_app

PROFESSIONAL SUMMARY

Dynamic and results-oriented Inside Sales and Business Development Professional with hands-on experience in IT and SaaSbased environments. Skilled in lead generation, CRM management, client engagement, and digital marketing. Proven ability to identify prospects, manage the sales pipeline, and convert qualified leads into long-term customers. Passionate about using technology and data-driven insights to drive business growth and enhance customer experience.

PROFESSIONAL EXPERIENCE

Sales and Marketing officer

🛱 Feb 2025 - Present

Sivakasi

Aiimtech software systems

Engaged with healthcare and IT clients to promote SaaS-based Hospital Management Software.

Generated qualified leads through email campaigns, CRM outreach, and digital channels.

Conducted product demos and follow-ups to convert prospects into paying customers.

Managed client databases using HubSpot CRM, ensuring accurate tracking of leads and deals.

Collaborated with the product and marketing teams to align sales efforts with campaign goals.

🛱 Aug 2024 - Nov 2025 O Chennai

Process officer

ATOS SYNTEL

Supported business process operations, ensuring data accuracy and workflow efficiency.

Coordinated between internal departments to resolve client queries and maintain service levels.

Gained exposure to IT-enabled services and enterprise data systems.

EDUCATION

Apr 2024

MBA in Marketing and operations

Bharathiar University

GPA: 7.8

Customer relationship management

Brand Management

Bachelor of science in Mathematics

Madurai Kamaraj University

GPA: 7.8

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Email marketing

Hubspot

Digital Marketing

Hubspot and Google Digital garage

Customer relationship management

NPTEL

Fundamental of business analysis

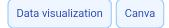
Coursera

CORE COMPETENCIES

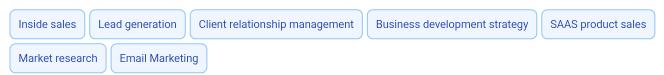
Technical Skills:



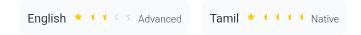
Tools & Software:



Soft Skills:



LANGUAGES



INTERESTS & ACTIVITIES

Reading Music