



# A. ASHWIN JEBAZ SAMUEL

BUSINESS DEVELOPMENT EXECUTIVE & PROJECT ASSOCIATE

- 133/10 Subbiah Muthaliyar puram 5th Street, Thoothukudi, 628003, India
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## SKILLS

- BUSINESS DEVELOPMENT
- B2B SALES
- PROJECT MANAGEMENT
- LEAD GENERATION
- CRM
- ORGANIZATIONAL SKILLS
- EMAIL MARKETING
- COMMUNICATION SKILLS
- ABILITY TO MULTITASK
- DATA COLLECTION AND ENTRY

## LANGUAGES

- TAMIL
- ENGLISH

## PERSONAL DETAILS

- Date of birth: 14-11-1995
- Nationality: Indian

## ABOUT ME

Experienced and passionate Business development Executive and a Project Associate, evaluating and improving business systems for well known organizations. Dedicated team leader with the ability to effectively manage and achieve project goals. Bringing forth a proven track record of effectively researching and analyzing business processes and procedures and designing and implementing business solutions.

## WORK EXPERIENCE

**NIYATI TECHNOLOGIES**  
Chennai  
Jul 2019 - Present

### Business Development Executive

- Performe detailed data validation on International Markets
- Pitch product and service to the target customers
- Identify and look for valuable business opportunities to generate new company revenue and improve in profit.
- Generate quality leads and Maintaining Database.
- Develop short and term sales objectives and strategic plans to meet market needs
- Make outbound calls, set up appointments with clients, send out targeted mailers.
- Planning and sending overseeing marketing campaigns

Present

### Project Associate

- Manage projects from design and development to production.
- Plan, execut and control assigned projects, ensuring work performed complied with contractual requirements.
- Manage risk and investigate solutions for project recovery plans.
- Produce quality standards, checklists, reports and processes.
- Develope and followe baseline project plan and milestones for task completion.
- Act as a point of contact between the client and the development team till closure of the project.
- Hire Suitable resource for the organization.

## EDUCATION

**ALAGAPPA UNIVERSITY**  
Thoothukudi  
2020

### MBA

**KAMARAJ COLLEGE OF ENGINEERING AND TECHNOLOGY**  
Virudhunagar  
2017

### BE-Mechanical

## LINKS

**LinkedIn:**  
<https://www.linkedin.com/in/ashwin-jebaz-627857142/>

## HOBBIES

TABLE TENNIS