



CURRICULUM VITAE OF

SARAN M

Business Development Executive

Greetings, I'm M Saran, a passionate Business Development Executive with a proven track record in the print solutions industry. I'm known for my expertise and **quick learning ability**, which makes me **adaptable to new challenges** in your field. With **2 years as a BDE** and **7 months as a Sales Representative**, I bring valuable experience to the table. Originally from Tamil Nadu, South India, I'm now eager to explore opportunities in the UAE and other Arab countries to broaden my career horizons. I'm ready to make an immediate impact and contribute my skills to your organization.

Experience



Business Development Executive

Pruvity HR Solutions pvt. Ltd (Branch of Prompt Computers LLC, Dubai)
Jan 2023 - Present

Established in 2003, Prompt Computers LLC in Dubai is a trusted print solution provider in the UAE, offering services in partnership with HP and EPSON.

- Secured **13 new clients** in the first three months, bringing in **AED 90,000 in revenue**, and setting the stage for future growth.
- Guided and **led new sales teams**, ensuring their success and a friendly work environment.
- **Managed a strong client list of over 100**, leading to consistent revenue growth and market expansion.
- Collaborated with the marketing team to create a campaign that **generated 100+ quality leads in five months**.
- Achieved a **90% customer satisfaction rating**, receiving positive feedback and client referrals regularly.
- Analyzed the market to spot **new trends and opportunities** that drove company growth.
- Improved the **company's CRM system**, enhancing data accuracy and client communication.
- Emphasized **outstanding customer service** to not only meet but **surpass client expectations**, fostering enduring and mutually advantageous client partnerships.



Business Development Executive

VP Enterprises
Jan 2022 - Dec 2022

Leading printer and copier service in Madurai, India since 2013, known for excellence and customer loyalty.

- **Found and fixed issues** that were slowing us down, making changes that helped us **succeed faster and work better as a team**.
- Dedicated extra time to master our products, improving client interactions with informed expertise.
- Led a team of **five Sales Representative**, boosting overall sales by 10% in just one quarter.
- **Handled 30+ important accounts**, bringing in more revenue from our existing clients.
- Worked closely with senior sales leaders to improve the entire sales **team's performance**.
- Streamlined internal processes, **cutting operational costs** without compromising service quality.
- **Successfully penetrated new markets**, contributing to the company's growth and market share.



Sales Representative

Infinite Formulations
May 2021 - Dec 2021

Infinite Formulations is a pioneering pharmaceutical company committed to innovation and excellence.

- **Quickly acquired fundamental sales skills and product knowledge**, hitting 100% of monthly sales goals in just three months.
- **Led training sessions** for medical practitioners, which increased endorsements and prescriptions for Infinite Formulations' products.
- **Built and kept good relationships** with healthcare places, doctors, and pharmacies, **creating a strong client network**.



Co-founder @Theleopard.in

Nov 2020 - Present

The Leopard is a clothing brand created in 2020, driven by our love for design. As one of the founders of Theleopard.in, I oversaw production, created basic T-shirt designs according to our startup's goals, and helped with website building and financial planning. This versatile job improved my abilities in production, graphic design, web development, and finance, helping the company grow strategically.

Education



The American College

Bachelor of Business Administration
2018 - 2021 | 3 yrs

- Overall Percentage- **60.4 %**
- General Business Management



Mahatma Montessori School

Primary, Secondary & Higher secondary education
2006 - 2018 | 13 yrs

- X Std (CBSE) CGPA (out of 10)- **9.2**
- XII Std (State Board) percentage- **85.17 %**

Extra-Curriculars & Certifications

- 28th summer camp -2012 at Gandhi memorial museum, learned **"Silambam"** - is an Indian martial art originating in Tamil Nadu, South India in the Indian subcontinent.
- SIP abacus -2014 -Completed foundation level 1 of sip abacus & Brain Gym program.
- Participated in the MSSC cluster Sahodaya "Basketball championship organized by Pushpalata vidya Mandir" in 2015.
- The Bharat Scouts and Guides 2016 - Completed **"Rajya puraskar"** Milestone known as the **Governor's Award**, is the highest award a Scout and Guide can earn.
- Won runner up tittle in Handball (2017) ZONE LEVEL GAMES AND SPORTS (B-ZONE) at MGR stadium.

References

Mr.Manoj Kumar

Pruvity HR Solutions /
Branch Manager

Phone: +91 9597677755

Mr.V.Vijay Anand

VP Enterprises /
Project Manager

Phone: +91 6382855465

Contact Details

- **Contact Number:** +91 9361798238
- **E-Mail Id:** saran2000819@gmail.com
- **Address:** Madurai,Tamil Nadu,India

Hard Skills

- Lead generation
- Contract negotiation
- Competitive analysis
- Conflict resolution
- Pipeline Management
- Marketing automation tools
- Networking
- CRM software proficiency
- Relationship Building
- financial management

Soft Skills

- Adaptability
- Time management
- Language proficiency
- Teamwork
- Active listening
- Presentation skills
- Problem-solving abilities
- Solution-oriented mindset
- Decision-making skills
- Cross-functional collaboration

Software Proficiency

• MS-Office Suite	Advanced
• Kickserv (CRM)	Advanced
• Quickbooks	Advanced
• SOS inventory	Advanced
• Adobe Creative Suite	Advanced
• Google analytics & trends	Advanced
• Outlook	Advanced
• Mailchimp	Advanced
• Facebook Ads manager	Intermediate
• Power BI	Beginner

Personal Information

• Father's Name:	Mr. Murali P
• Mother's Name:	Mrs. Shanthi S
• Date of Birth:	19/08/2000
• Notice Period:	30-days
• Martial Status:	Single
• Nationality:	Indian
• Passport No:	Y8968005
• Passport Expire Date:	26/09/2033
• Visa Status:	None (need to apply)
• Languages Known:	English (Professional) Tamil (Native)