

ADHARSH MENON

Business Development & Sales Manager

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SUMMARY

A highly motivated and competent individual, who specializes in Business Development & Sales Management with over 4 years of experience and proficient knowledge in developing new business and dealing with high-impact sales. Motivated and eager to advance my career with a growth-oriented, technically-advanced organization where I can use my experience and knowledge for the benefit of the organization.

SKILLS

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|--------------------------------|--------------------------|--------------------------|
| • Project Management | • Critical Thinking | • Process improvements |
| • Risk and issue management | • Data Visualization | • Negotiation skills |
| • Business Case Writing | • Budget management | • Presentation Skills |
| • Leadership & decision making | • Stakeholder engagement | • Requirements gathering |
| • Change & transformation | • Team & time management | • Client Handling |

PROFESSIONAL EXPERIENCE

INTEGRATED AVIATION SERVICES LLC|Doha, QATAR.

2019 October –Present

BUSINESS DEVELOPMENT & SALES MANAGER

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Following up new business opportunities and setting up meetings. Business planning & preparing presentations.
- Ability to lead, develop, manage and mentor high-profile sales.
- Involved in identifying process improvement opportunities with a dedicated team of analysts.
- Responsible for highlighting gaps, recommending solutions, driving inter-function decisions.
- Overseeing the development of marketing literature. Writing reports & attending international trade shows.
- Cost estimating/forecasting and developing the budget for the sales.
- Monitoring progress and updating to customer/client.
- Analyzing and managing sales risk.
- Responsible for single handedly creating a branch of the firm in Qatar from the scratch and generating income from Government Entities and Private Organization on a monthly basis.

INTEGRATED AVIATION SERVICES LLC | Muscat, OMAN.

2019 June- 2019 October

BUSINESS DEVELOPMENT & SALES EXECUTIVE

- Ensured on-time Delivery and Customer Satisfaction.
- Monitored the progress projects and updated to customer/client.
- Experience with cross-functional teams and/or carriers for implementation of customer/client requirements.
- Provided budget and market analysis support on orders and requirements, new initiatives and strategic decisions by collaborating with teams to implement solutions that enriched customer experience.
- Followed up with new business opportunities and setting up meetings. Business planning & preparing presentations.

AMAZON | Chennai, Tamil Nadu, India

MACHINE LEARNING DATA ASSOCIATE

2017 November – 2019 May

- Worked in ALEXA DATA SERVICES' Team which was involved in the development and maintenance of the Artificial Intelligence system owned by Amazon.
- Part of the Natural Language Understanding (NLU) Team.
- Responsible for segregating complex data which was further used for the enhancement of the project.
- Handled a team of 20 + personals and delivered the results on a weekly basis.

Anglo Citadel (Akshaya Center) | Kerala, India

2016-2017

- Proficiency in teaching students of high school and higher Secondary based on SCERT and NCERT syllabus.
- Handling lectures for 20 hours a week for 5 different batches.

EDUCATION

BCA - MG university, India

2014 -2017

LANGUAGES

- English
- Hindi
- Tamil
- Malayalam