

Subitsha M.S

Coimbatore 641302 | 7373006991 | subitshamanickam@gmail.com

Summary

Dynamic Inside Sales Executive with a proven track record at Carveniche Technologies Pvt Ltd, where I spearheaded sales strategies, boosting revenue significantly. Excelled in customer relationship building and leveraged Microsoft Excel to analyze and increase lead generation. Demonstrates exceptional leadership and communication skills, ensuring customer success and team cohesion.

Skills

- Customer Success Management
- Customer Relationship Building
- Product Promotion
- Recruitment
- Leadership
- Time Management
- Microsoft Excel
- Microsoft Word
- Microsoft PowerPoint
- Communication skills
- Organizational skills

Experience

INSIDE SALES EXECUTIVE | 07/2024 - 11/2024

Carveniche Technologies pvt ltd - Bengaluru

- Developed and implemented sales strategies to increase revenue.
- Maintained customer relationships by providing product information, quotes and technical support.
- Performed cold calling activities to generate qualified leads.
- Identified and captured potential customers through various online channels.

Education and Training

PSGR Krishnammal College For Women - Coimbatore | B. Com

Financial Services, 04/2024

65%

Vijayalakshmi Matriculation Hr. Sec. School - Coimbatore | HSC

04/2021

92%

Vijayalakshmi Matriculation Hr. Sec. School - Coimbatore | SSLC

04/2019

93%

Languages

English:	C2	Tamil:	C2
Proficient		Proficient	
Kannada:	B2	Hindi:	A1
Upper Intermediate		Beginner	

Internship

- Worked as an Customer Success Manager intern for a period of 6 months, at AntWalk pvt ltd
- Had a great experience with leading my team, connecting with customers and weekly and daily report generation.
- Gained knowledge of how actually team management and time management works.