



## Rahul Seshadri

### B.Com, MBA

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#### SUMMARY

To find an exciting and challenging career opportunity with a reputed organization where I can Add-value through my experience, knowledge and take the organization to the next level.

#### TECHNICAL/PROFESSTIONAL SKILLS

- Professional: Stakeholder Management, Business Analyst, Presentation, Market Research, Business development, Receivables/Payables, Purchase, Negotiation, Recruitment, Training, Cost and Budget, and Mathematical Skills.
- Basic : Microsoft Office, Mac iOS.

#### PERSONAL TRAITS

- Dynamic and Hardworking
- Attentive and Instant Response
- Target Oriented, Decision Making and Leadership
- Growth focused
- Confident, Adaptable and Flexible
- Good in Team Work and Time Management.

#### EDUCATIONAL QUALIFICATION

2016 MBA – HR and Marketing  
University of Madras – 60%  
2013 B.Com  
Vivekananda College – 75%  
2010 Higher Secondary  
Vijayantha Model Hr. Sec – 80%

#### HIGHLIGHTS

- Marketing and advertising
- Inventory management
- Recruiting and hiring
- Business Growth
- Training
- Vendor negotiations
- Payroll administration
- Purchase
- Operational improvements
- Consultant

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## **BDM EXPERIENCE – Mitosis Technologies Dec 2019 - Present**

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### **Duties:**

- ❖ Targeted decision makers from SME's & large scale organization to implement various solutions using AI, Datascience & Advanced Analytics.
- ❖ Contacting potential clients to establish rapport and arrange meetings.
- ❖ Conducting meetings and presentations to share ideas and findings on the introductory call.
- ❖ Working closely with clients, technical team & leadership team to sustain the account.
- ❖ Worked as a consultant to find partnership opportunities and experimented multiple models of business that added value to both our companies.
- ❖ The ability to influence stakeholders and work closely with them to determine acceptable solutions.
- ❖ Actively looking for upcoming exhibitions/events either to participate or to find the active players in the market for innovation.
- ❖ Interacting with recent Fund-raised companies to understand the opportunity to associate on their upcoming initiatives.
- ❖ Participated in some competitions hosted by UK & Europe government portals for Innovation funds. Helped the team writing proposals.
- ❖ Endorsed as leader of the organization from CEO & CMO.

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## **BDE EXPERIENCE – Pasinfotech : Nov 2018 – Dec 2019**

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### **Duties:**

- ❖ Identified new business opportunities – expanded the business from selling locally to internationally by unlocking 15 new zones from Middle-East and Europe.
- ❖ Good enough in understanding the market trends and approached in Customer-centric manner.
- ❖ Implemented multiple strategies to generate qualified leads from social media, Events, Exhibitions & with other channels.
- ❖ Worked effectively to interact with C-Level decision makers and Directors to build long-term strategic relationships to implement various solutions.
- ❖ Fixing up an appointment, Meeting them in-person or virtually, effectively follow-up every fortnight to build a rapport that ultimately benefited both our organization.
- ❖ Creating informative presentation; Presenting and educating potential clients to implement various solutions that impact their organization to perform better.
- ❖ Writing blogs in social media, helping team in drafting email.
- ❖ Maintaining a pipeline of all sales administration using CRM software
- ❖ Collaborating with management on sales goals, planning, and forecasting; maintaining short- and long-term business development plans
- ❖ Collaborating with sales and leadership to secure, retain and grow accounts.

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## BDE EXPERIENCE – Lapiz Digital Services 2018 - 2019

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### Duties:

- ❖ Experienced as a business development executive in eLearning Company, Touch based various enterprises for their Training Initiatives across Pan India.
- ❖ Worked in CRM & achieved own sales target and lead team to achieve team target and/or overall company target, Work with management team to develop and implement new strategic plans.
- ❖ Targeted Head of Learning and Development team across industry verticals and helped them to implement training session in interactive way.
- ❖ 30% Sales increase in the last quarter as a result of introducing Virtual reality and augmented reality for various training initiatives, managed a team by giving new ideas for the better performance.
- ❖ Making Corporate Presentation based on the customer's requirement such like Game-Based Learning, Training Module, Mobile App, LMS & CMS Platform Services, mLearning Development, Translation & Localization Services, and Interactive whiteboard content Development.

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## EXPERIENCE – Entrepreneur in Plastic Industry 2013 - 2018

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### Responsibilities:

- ❖ Owned and Operated Retail Marketing Firm that handled Corporate Communications, Public relations, Promotional materials and marketing Campaigns.
- ❖ Taking the risk of developing new products and successfully bringing new products into the marketplace - Risk Taking and Innovation leading to financial success.
- ❖ Negotiated and Coordinated with Suppliers and Customers for Payables and Receivables to keep costs low.
- ❖ Seek new directions and ways to improve and grow the business.
- ❖ Responsible for the overall marketing plan for the business
- ❖ Schedule, Train, and Coach Employees to maximize performance in customer service, revenue generation, and daily tasks such as stocking and receipt tracking.
- ❖ Perform all other duties necessary for the business to achieve its goals.

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## PERSONAL INFORMATION

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- **Date of Birth** : 20th Apr 1993
- **Gender** : Male
- **Marital status** : Married
- **Age** : 28
- **Current location** : Chennai