Rohith Nallathambi

Business Analyst

PROFILE

Address 5/3A,44th street,ashok nagar chennai 600083

Phone Number +91 8248721097

Email Address nallathambirohith@gmail.com

Date Of Birth 10 December 1998

AWARDS

Highest Achiever Byju's

Best Leader - 2020 Easwari Engineering College - Ece Department

Best Cadet Award - 2014 National Cadet Corp's

Coordinator Award Killas - Dance team

CERTIFICATIONS

Google Analytics

Fundamentals of digital Marketing Google

Tamil

Native Tongue

Google analytics beginner

NCC A Certificate National Cadet Corp's

LANGUAGES

English Very Fluent

HOBBIES

Travelling

Cinema

Photography

Playing Cricket

Working on new skills

Dance

OBJECTIVE

Business Associate supporting clients and serving as primary business contact. Excel in building relationships with clients, identifying new business opportunities, handling client communication and communicating business offerings to customers. Skilled leader during business meetings and making sales field visits. Strong business acumen, attention to detail, excellent communication, interpersonal and technical skills.

WORK EXPERIENCE

Tech Mahindra

Associate Software Engineer

(September 2021 - Present)

Operations analyst working for a telecom industry called 'ROGERS' (Canadian project) Working with clients and also with technical team to understand the project requirements and fulfilling those requirements on time.Had a hands-on experience in Java (NETBEANS IDE), SQL (SQL DEVELOPER), RDBMS (TOAD), Excel. Pulling data's, cleaning and Importing data's into database, and finally visualizing data's using Excel. Prepared and submitted reports and other documentation to assist development team members using playbook. Supported software engineering projects in Agile work environment.

BYJU'S

Business Development Associate

(August 2020 - August 2021)

Planned marketing initiatives and leveraged referral networks to promote business development. Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts. Connecting with Lead generation team and collecting the leads data in timely manner. Analyzing and segregating the leads using some factors like geography, age, and device Cleaning the duplicate data's and planning the top priority leads and scheduling appointments to these prospects accordingly. Travel around different cities across India based upon customer's location. Negotiated contracts and closed sales with new and existing clients. Followed procedures, documentation, instructions from both client and company. Achieved 60,000 in monthly revenue, exceeding objectives by 10%.

Madboys Entertainment

(June 2019 - March 2020)

Coordinate internal resources and third parties/vendors for the flawless execution of multiple projects.

Planning on budget for the project.

Executive Producer - Project Management

Ensure that all projects are delivered on-time, within scope and within budget. Assist in the definition of project scope and objectives, involving all relevant internal stakeholders and ensuring technical feasibility.

Ensure resource availability and allocation.

Develop a detailed project plan to monitor and track progress.

Manage changes to the project scope, project schedule, and project costs using appropriate verification techniques.

Virtusa

Technology Intern

(April 2018 - May 2018)

Creating UI design using HTML and PYTHON. Collaborating with MBA grads to get analytics on patients report in hospital and creating a model TO ANALYSE number of repetitive patients visiting hospital to provide discount for them, along with colleagues. Collaborated with senior engineers on projects and offered insight. Supported various engineering tasks with intention of developing technical, social and ethical skills.

EDUCATION

Anna University

Bachelor's of Engineering Electronics and Communication

(July 2016 - April 2020) 7.0CGPA

Graduated with First Class. Elected to President for Institute of electronics and telecommunication engineering. A technical club of electronics department in 2020. Hosted a National Level technical fest called 'PRAGYOTSAV' Worked with different teams and conducted various technical and non-technical events for 3 consecutive years. Coordinator Award – by Easwari Engineering college – Successfully making dance team "KILLAS" under top 10 in Tamil Nadu state (Tamil Nadu Dance Championship - Student category) Best Shooter Award and Best cadet award- by National Cadet corps-For contribution in camp leading parade, taking care of cadets and having a close scale in rifle shooting. Got selected for Republic day parade (Delhi-RDC) went till 4 camps, got highest rank in school under school category company sergeant major (CSM) in NCC. Cricket, Volley ball, Basketball - Was a player in all these teams during my school days, won many inter-school competitions.

SKILLS

Management

Planning and Coordination

Ability to motivate people

Sql and database

PROJECTS

Resume on the Web https://madboys.in/

REFERENCES

Dinesh Suri Senior Manager 8754455483 dinesh.su@byjus.com

Sudha

HOD, Electronics and Communication department, Easwari Engineering College 9840138070 sudha.s@eec.srmrmp.edu.in

Team leadership and Development

Excel and Visualization

Client relationship