




MOHAMED JAVED




CONTACT

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SKILLS

- Business Planning and Development
- Business Negotiation
- Data Mining & Content Management
- Efficient Customer Service
- Team Leadership
- Decision-Making
- Digital marketing
- Customer relationship management
- SaaS promotion
- Outreach campaigns
- Brand development

LANGUAGES

English:  C1
Advanced
Tamil:  C1
Advanced
Urdu:  C1
Advanced

PERSONAL INFORMATION

Nationality: Indian
Marital status: Married
Gender: Male

Experienced professional with a niche in business development and a knack for identifying market opportunities and building strategic relationships. Possesses a strong understanding of customer support and service techniques, coupled with proficiency in CRM software and lead generation. Committed to driving business growth and forging impactful partnerships. Results-driven Business Development Manager with strong track record in identifying and capitalising on new business opportunities. Skilled in building lasting client relationships and negotiating high-value deals. Demonstrates strategic thinking and innovative problem-solving to drive revenue growth. Brings proactive approach to meeting and exceeding sales targets, ensuring business objectives are achieved.

PROFESSIONAL EXPERIENCE

July 2022 - Current

Business Development Manager *Purplematics Private Limited*,
Madurai, Tamil Nadu, India

- Planned marketing initiatives and leveraged referral networks to promote business development
- Created and managed outreach campaigns as a one-person BRD team via Brevo
- Handled content management and tracked records to foster online presence
- Managed customer support tickets in coordination with the technical team via Freshdesk
- Implemented growth strategies resulting in significant revenue increase
- Promoted SaaS platform via marketplaces, SaaS deal sites, and reseller channels
- Ran regular online campaigns to drive direct sign-ups

July 2021 - June 2022

Senior Business Development Executive *Photon*, Chennai, Tamil Nadu, India

- Managed entire sales cycle: research, outreach, cold calling, online presentations, and closure
- Delivered customized client presentations (via WebEx/BlueJeans)
- Built strategic alliances and conducted client-specific solution demos
- Prepared detailed sales proposals and sold digital/IT services to enterprise prospects

July 2019 - January 2021

Junior Executive HR *Cognizant*, Chennai Area, India

- Managed transactions for Certificate of Coverage (COC), EPFO India
- Collaborated with immigration team for timely associate deployments abroad

May 2016 - July 2019

Senior Technical Engineer *Cognizant*, Chennai Area, India

- Provided store support services for Woolworths (Australia)
- Handled catalogue management including weekly updates across platforms

August 2014 - March 2016

Technical Support Officer – Voice *HCL Technologies*, Chennai, India

- Handled inbound customer queries related to technical services including telephone and broadband
- Diagnosed and resolved hardware and connectivity issues with precision
- Delivered real-time solutions and guided customers through technical troubleshooting processes
- Ensured a high level of customer satisfaction through empathetic communication and technical competence

EDUCATION

05/2012

MBA Human Resources Management and Services

Madurai Kamaraj University, Tamil Nadu , India

05/2010

BBA Business Administration and Management

NMS S. Vellaichamy Nadar College, Tamil Nadu , India