

HARIHARAN A.V

B.Tech-Information Technology
Tel:-9789067800
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CAREER OBJECTIVE:

To work in a competitive position which enables me to learn and acquire from experience and effectively contribute to the team in achieving its goals and thereby enhancing my professional acumen.

WORK EXPERIENCE:

Team Computers – Chennai, Tamil Nadu.

Business Development Manager

(June 2024 – June 2025)

- Working as Business Development Manager.
- Responsible for driving growth and managing the Printing Infrastructure, Toners, and Cartridges business across Tamil Nadu and Pondicherry.
- Leading end-to-end business development activities including new client acquisition and retention of existing Government Departments and Corporate Accounts.
- Collaborating with leading OEMs such as HP, EPSON, Konica Minolta, and Xerox to offer tailored print management solutions that align with customers' specific business needs.
- Ensuring seamless coordination with internal teams to deliver projects within agreed timelines and service level agreements.

Savex Technologies – Chennai, Tamil Nadu

Associate Manager-Sales

(Jan 2023- June 2024)

- Working as Associate Sales Manager
- Taking care HP Printer consumables (Toner and Cartridges) Government Business for entire Tamil Nadu and Pondicherry
- Handling 150+ Accounts including State government and Central government departments, Government Colleges, IIT, BHEL, BEL, etc...
- And Taking Care of both new client Acquisition and Retention
- Working on Stock Arrangement And on time product delivery

Byjus Think and Learn- Chennai, Tamil Nadu

Business Development Executive

(August 2021 to Dec 2022)

- Provide Career Guidance for School students (CBSE & ICSE)
- Provided advice to the students about degree requirements, course selection and academic policies.
- Maintained student records and monitored academic progress and performance of advisees.
- Planned, developed and implemented the advising, outreach and retention initiatives.
- Participated in all orientation, advising and registration periods

JustDial Ltd-Chennai,Tamil Nadu
Team Leader-Sales And Marketing(July 2017 to August 2021)

2 Years in Direct Sales

- Worked as Certified internet Consultant
- Need to approach every Business Establishment of an area and capture all their data. Convincing the Customer for listing in Just Dial (Sales)
- Handled Business (B2B And B2C) people and make them aware of online marketing
- Real time experience with low, Medium and High scale Business clients
- Achieved daily targets and got an award from the management at Different occasions

1.9 Years Team Handling

- As a Team Leader, also guiding new tenure executives to understand online business and guide them into achieve organization Targets
- Daily morning conducting field meeting, explaining about new concepts,
- Weekly twice I must take review meeting about sales (target vs Achieved)
- And end of the day I need to send team report to the management

VENTURES HRD Center Pvt Ltd.-Chennai, Tamil Nadu
Talent Acquisition Executive
(Aug 2015 as HR Executive)

- Sourcing and Recruitment
- Worked as a HR recruiter for closing position of clients and in house recruitment.
- Receive Job requirement from clients.
- Analyze the job description mentioned by clients.
- Sourcing using portals like Naukri, Monster, Sourcing using Social Network like linked in, references/database with the right keywords.
- Validating the candidates regarding their skill sets, CTC and notice period and choosing the right candidate for right requirement.

ZEALOUS SERVICE – Chennai, Tamil Nadu
Technical Support Executive
(October 2014 to June 2015)

KEY SKILL:

COMPUTER SKILLS

- Mac OS
- XLinux
- Microsoft Windows

HOBBIES:

- Cricket
- Bike Riding
- Music

BASIC ACADEMIC CREDENTIALS:

Course	Institution	Board / University	Year of Completion	Marks % / CGPA
B. TECH (Information Technology)	Loyola-ICAM College of Engineering and Technology, Chennai.	Anna University	2014	6.9 CGPA
XII	Gandhi matriculation Higher Secondary School, Namakkal.	State Board	2010	55%
X	Kongu matriculation Higher Secondary School, Morappur.	State Board	2008	53%

PERSONAL INFORMATION

NAME : Hariharan A V
FATHER NAME : Velumani A V
DATE OF BIRTH : 12/10/1991
AGE : 33
SEX : Male
STATUS : Single
LANGUAGE KNOWN : Tamil,English,Telegu
PERMANENT ADDRESS : Senguttai (Vill),
K.Eachampadi(Post),
Harur(TK),
Dharmapuri(Dist),
PIN:635202.

DECLARATION:

I, hereby confirm that the information given above is true to the best of my knowledge.

Place: Chennai

Yours Faithfully,

HARIHARAN AV

SIGNATURE: _____