RENNA KAVUNGAL

rennasafrin@gmail.com

 Bangalore, India 560066

# OBJECTIVE

 +91 62828 46956

Creates and implements successful sales and marketing strategies regardless of scale and budget. Excels at maximizing profits within limited budgets. Performs market research, develops strategic reports and organizes and promotes successful marketing campaigns. Aggressively pursues new sales leads resulting in high sales close rate. Understands importance of working with customers and other executives, as well as keeping staff informed and motivated.

# EDUCATION

**SSLC**

Little Flower English Higher Secondary School

Kerala State Board

**Higher Secondary**

Government Manavedan Vocational Higher Secondary School

Kerala State Board

**Bachelor in Pharmacy**

Rajiv Gandhi University of Health and Sciences

2006 – 2016

2016 – 2018

2018

# INDUSTRIAL EXPERIENCE

**Sales and Marketing Executive** Sirma Business Consulting, April 2023 - Present **|**Bengaluru

In my role as a Sales and Marketing Executive, I focused on boosting sales and marketing efforts for our products and services in both domestic and global markets. Drove strategic business development for AI/ML inbuilt software .Led end-to-end sales processes, meeting and exceeding revenue targets. Represented the company at industry events, fostering partnerships and opportunities.

**Customer Support Executive** Delectable technologies Pvt. Ltd. July 2022 – Dec 2022 **|**Bengaluru

I was responsible for monitoring all the customer orders and enter the data into the database and was also responsible for checking pilferages. In addition to that, I was entrusted to follow up on and escalate any unresolved issues to the respective internal teams so that they can be resolved at the earliest.

**Trainee** District Government Hospital May 2022 – June 2022 **|**Malappuram

I went through 150 hours of training from District Government Hospital in Nilambur, Kerala

* Strong verbal

 Communication

# QUALITIES

* Listening ๏ Negotiation
* Problem-solving ๏ Leadership quality ๏ Flexibility