



Lokesh M

Global HR Solution Evangelist at
Neeyamo Enterprise Solution

lokeshmohan1997@gmail.com ✉

+91 8148009556 📞

Trichy, India. 📍

17 October, 1997 📅

linkedin.com/in/lokesh-mohan in

With my past sales success, I am positive about building lasting bonds with the stakeholders with whom I serve in companies by informing productive alliances with clients to understand their business needs is probably my favorite part of every project wherein the artistic juices start flowing into my work.

EDUCATION

Master of Business Administration PSG Institute of Management

07/2019 - 04/2021 Coimbatore, India.

Marketing
- 8.2/10 (CGPA)

Bachelor of Science Loyola college

06/2015 - 04/2018 Chennai, India.

Mathematics
- 8.28/10 (CGPA)

PERSONAL PROJECTS

- Analysis on Impact of Augmented reality in the process of consumer purchase (07/2020 - 03/2021)
- Analysis on overview about the hub and spoke model of airlines (01/2020 - 05/2020)
- Analysis on impact of chat bots in the process of purchase in E-tailing (12/2019 - 04/2020)
- Analysis on Industry 4.0 and advancements in AI as a part of cross border study at Multimedia University (11/2019 - 11/2019)

WORK EXPERIENCE & INTERNSHIPS

Client Partner Sales Neeyamo Enterprise Solution

05/2021 - Present Chennai, India

Achievements/Tasks
- Identifying and maintaining a database about the potential prospects for the company's service.
- Connecting with the Global leaders of the potential organization to explain the services of the company.
- Handling campaign in LinkedIn, Email and Cold calling, also demonstrating the service architecture to Global organization leaders

Sales & Digital Marketing Intern Proton DMS, India

05/2020 - 06/2020 Trichy, India

Achievements/Tasks
- Identifying leads by using online resources such as LinkedIn, Justdial and Sulekha.
- Explained the services and products of Proton to 100+ businesses across Trichy and handled end to end sales process.
- Performed Digital Marketing activities for Proton Group.

Marketing & Accounts intern The Ramco Cements Ltd

12/2017 - 01/2018 Chennai, India

SKILLS

- Leadership
- Ms Excel
- Sale & Marketing management
- Tableau
- Power BI
- People handling
- IBM SPSS
- Project handling
- Networking skills
- Channel sales
- Ms word
- Ms powerpoint
- Negotiation handling
- CRM
- Branding Skill
- Channel management

ACHIEVEMENTS

Team Member, Best Marketing Team, Week of Wonders
(09/2019 - Present)
PSGIM, Coimbatore

LEADERSHIP ROLES

- Chief organiser, kovai vizha 2K20, PSGIM, Coimbatore. (12/2019 - 01/2020)
Responsible for planning, budgeting & liaisoning between the students and the management to ensure smooth conduct of event.
- Core Member, Technical Marketing event (Value X), PSGIM, Coimbatore. (09/2019 - 10/2019)
Responsible for handling event functions such as outreach and onboarding of event sponsors.

CERTIFICATES

- Excel Skills for Business by Macquarie University, November 2020.
- Digital Marketing specialization by University of Illinois, August 2020.
- Brand Management by University of London, July 2020.
- Google analytics by Google Analytics Academy, May 2020.
- Customer Analytics by University of Pennsylvania, February 2021.

LANGUAGES

- English
Full Professional Proficiency
- Tamil
Native or Bilingual Proficiency
- French
Limited Working Proficiency

INTERESTS

- Astronomy
- Watching science documentary
- Playing Cricket
- Playing Football