

NANDINI KRISHNAN

Account Manager (Sales) | M365 | O365 | Microsoft security

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Phone Number: +91 7339336275

Location: Coimbatore, Tamil Nadu

PROFESSIONAL SUMMARY

Results-oriented Inside Sales professional with **8 months** of experience and a proven track record of exceeding targets in fast-paced environments. Complemented by a **3-month internship**, I possess a strong foundation in CRM systems, lead generation, client relationship management, and sales strategy. Adept at utilizing CRM tools to track progress, manage pipelines, and personalize client interactions. Experienced in the full sales cycle, from initial contact to closing deals and providing ongoing support. Proven ability to analyze client needs, present solutions, and build long-term relationships. Seeking a challenging role where I can leverage my skills and experience to drive revenue growth and contribute to a dynamic team.

CORE EXPERIENCE(SALES&SERVICE)

- M365
- Microsoft Defender (MDOIMDE)
- Microsoft Migration
- Microsoft security and compliance
- Managed service

WORK EXPERIENCE

Quadra systems India private Limited

May 2024 – January 2025

Account Manager (Sales& Service) - Microsoft solutions

ACADEMIC HISTORY

- **Highest Degree - MBA**
2022-2024
GRG School Of Management Studies - Coimbatore
- **Second Highest Degree - BSc Food Processing Technology and Management**
2018-2021
PSGR Krishnammal College For Women- Coimbatore

PARTICIPATION AND CERTIFICATES

- **Coimbatore Management Association (CMA)**
KOJOGEMBA an operation based competition - 1st place
DECEMBER - 2022
- **AIMA (AIMA SMG)**
Participated on BUSINESS STIMULATION EVENT
March - 2023
- **Vertical Eye**
Personality development program
November-2022
- **Sky High Academy**
School Of Leadership -outbound training
February - 2023

OTHER RELEVANT INFORMATIONS

- **Additional Languages**
 - Tamil
 - English
 - Telugu