## **R e s u m e**

RAMAKRISHNA

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Career Objective:

To seek a rewarding and challenging job in any field whereby I get an optimum opportunity to explore my talent fully for the benefit of the organization I am employed in.

## **Skill Profile**

Fourteen Years and five months of experience in Marketing, Sales and Operations Management.

Proven ability to consistently exceed Sales Target.

Excellent communication, Negotiation & Problem Solving skills.

Proven skills in blending technology into business.

Quick learner and ability to maintain and manage a large Team.

# Present Employment:

# Operations & Sales Manager – 11th Apr 2016 to present, with CaliCo Infosystems Pvt. Ltd - responsible for Business operations & sales at India and abroad

### Job Responsibilities:

Maintaining Management controls

Developing and achieving performance goals and objectives in line with the network wide vision and goals

Development, analysis and improvement of new strategies and procedures, ability to develop, plan, and implement short- and long-term goals.

Measuring business growth

Leading sales prospects

Maintaining client relationships

Formulating budgets and cost centers

People Management

Carrying out supervisory responsibilities in accordance with policies and procedures;

Directing work- rewarding and disciplining employees; and effective conflict resolution.

Leading and motivating various departments to achieve co objectives

Innovating methods to match, day to day business with latest technology tools

**Job Discerption:**

Developing and implementing business plan, Budget & work processes.

Coordinate and manage cross-functional teams to improve business workflow.

Identifying new business methods & integrating latest technology with business methods. Identifying Key Performance Indicators & monitoring KPI's to achieve business objectives. Report making to analysis and chase the growth with business score card.

Deploying business strategies to achieve desired growth.

Designing Dashboards to suit the business needs and to chase the Budgeted targets.

Develop, train and motivate department heads.

Developing strategic plan to meet changing Market demands.

### Previous work experience:

Manager- Business Center – 27th Mar 2012 to Mar 2016, with Dhofar Automotive LLC - responsible for maintaining smooth flow of operations on the floor at capital and at various branch locations.

### Job Responsibilities:

Maintaining and managing a profit center Generating sales to meet the Budget

Formulating strategies to meet the seasonal market requirements Motivating & maintain teams at various locations

Creating and generating reports

Finding lucrative innovative methods to doing business.

### Previous work experience:

1st Feb 2007- 15th March 2012, worked as Supervisor. –National Finance CO. (SAOG). National Finance Co. (SAOG): A leading finance Co. in Sultanate of Oman, since 1988.

Providing short and long term financial solutions. The corporate office is in Muscat.

Job Responsibilities:

Responsible for sales (both retail and SME) function of the organization as a whole, with special emphasis on Marketing, responsible for growing the direct business, sourcing business from SME customer and managing corporate accounts.

Having responsibility for credit appraisal of the customers and accountable for promoting

business growth. Has authority to sanction loans from all retail business up to OMR.6000/-

### Previous work experience:

Sr. Sales Officer – HDFC BANK, HYDERABAD -1st May 2003 to 31st Jan 2007. HDFC Bank one of the leading bank in India.

## **Responsibilities**

Handling dealer sales @ Mithra Agencies-Hyderabad for past 5 Months.

Handling Corporate Sales, and for 1st six months of My job, handled direct sales.

Consistently exceeded Sales objective by 15-20%.

Coordinating with Car Showroom’s & Converting Queries into Business.

Collecting Files & Log In with the Banks.

Providing relevant Information about EMI’s & Calculation of Loan Amount.

Providing the necessary guidance for Documentation relating to loans.

Initiate New Scheme for Car Loans.

Preparation of Daily & Monthly Reports.

Handling the Auto team.

Dealing with corporate’s and potential customers.

Providing Regular Feedback to the Management.

Building relationship in retail banking.

Ensuring Customer satisfaction & developing Business Relationship.

## **Certifications**:

IATA – Airlines Accounting and Management Certification

Adobe After Effects & Photoshop – for Business Presentations

White Board Animation

Video Scribe

PowToon,

Six Sigma - Quality Control & Management

Lean Six Sigma

Design Thinking: Innovation Strategy for Business

Quality Management Systems

Customer behavior & loyalty Program Strategy

Search Engine Optimization SEO and e-commerce

## **Academic**:

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| Sl. No | Course | Subject: | Name of the institute | Year | Percentage |
| 1 | 10+2 | Commerce | K.V. No1, Golconda | 1998 | 80 |
| 2 | Graduation | Commerce | Nizam college,  Hyderabad | 2001 | 65 |
| 3 | Post  Graduation | Commerce  with Information Systems. (MSIS) | University College  of Commerce & Business Management(Osma nia University) | 2003 | 68 |
| 4 | M.Phil -  pursuing | Management | Madurai Kamaraj  University | 2008 | 60+ |
| 5 | MBA | Finance | Madurai Kamaraj  University | 2012 | 60+ |

**Software Proficiency**:

Operating system : Windows’9x - 2000, XP & Vista

Packages : PGDCA, Ms Office, Dbase

Web Technology : HTML and Share point

# Personal profile

Age: 37 years.

Marital status: Single

Languages known: English, Hindi, Telugu and Urdu

Hobbies: listening to music, Playing Hockey and Martial Arts (Karate), Tech & internet browsing

Area of Interests Area of interest: Sales and Distribution, Marketing & supply-chain, Customer Relationship Management MIS Dashboards & Tech business

Driving license: India & Oman

References will be furnished upon request. Ramakrishna.S