AMBATI

[AMBATI.351112@2freemail.com](mailto:AMBATI.351112@2freemail.com)

Dear Sir,

With reference to your recent advertisement seeking a position in Sales for your organization. I have all the qualifications you list in your ad, and have attached my resume for your review.

MBA (Marketing & IT) from IBMR-IBS, Bharathiar University, Bangalore, with over 2+ years’ experience in the field of Sales & Marketing Operations.

A keen planner, strategist & implementer with demonstrated abilities in accomplishing business growth on a consistent basis. An effective communicator with excellent interpersonal & analytical abilities.

Following are few highlights of my experience that strongly matches with the objectives that you are seeking:

* Leads management, report generation, sales process automation o Daily/weekly/monthly sales report management
* Developing sales pitches and emails to follow-up clients via vTiget automation CRM
* Above all I have passion for sales, since last 2+ years.
* I was a team player in developing tremendous plans to boost sales and drive revenue
* Track record of achieving and exceeding the standards of performance set out for any sales project
* Responsible for Sales promotions, business development, corporate sales
* Providing solutions to enhance brand value and helping clients to choose best possible available options
* In-depth knowledge and understanding of key theories, concepts and models in marketing to guide the development and execution of marketing strategies.

I am confident that you will find my experience and enthusiasm for pioneering ideas and innovative ideas extremely resourceful.

I look forward to discussing your objectives and how we can work together to accomplish them.

Yours sincerely,

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  | Date Of Birth: |  | 12-08-1989 |  |  |
|  |  |  |  |  |  |
|  | Visa Status: |  | Visit Valid till 20th May 2017 |  |  |
|  |  |  |  |  |  |
|  | Nationality: |  | Indian |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  | Languages: |  | English, Hindi, Telugu, Kannada, Tamil |  |
|  |  |  |  |  |  |



 **OBJECTIVE**

Seeking an opportunity to serve challenging environment and target oriented position in your esteemed organization demanding high standards of quality and precision and providing opportunities to amalgamate my personal enrichment with professional goals.

 **SKILLS**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Sales & Marketing |  | Market Development & |  | Key Account Management |
|  | Business Development |  | Expansion |  | International Business |
|  | Corporate Sales |  | B2B Sales |  | Management |
|  | Market Research |  | Business/Product Solutions |  | Client Acquisition |
|  | Data Analysis |  | Conflict Management |  | Solution Selling |
|  | Client Relationship |  | Crisis Management |  | Concept Selling |
|  | Management |  | Team Management |  |  |

∑ **COMMUNICATION SKILLSPROFESSIONAL EXPERIENCE**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **Company: XSEED Education** |  |  |  | **Duration: June 2016 - Till date** |  |  |
|  |  | **Position Held: Education Specialist** |  |  |  | **Location: Tumkur, India** |  |  |

**Responsibilities:**

* + Responsible for selling, closing, servicing and expanding the current customer base.
  + Devising and effectuating competitive selling programs/ strategies to improve the product awareness and enhance business growth.
  + Establishing healthy business relations with clients and external associates for securing repeat business & long term customer loyalty and working towards solving their queries and complaints efficiently.
  + Daily Sales meeting with sales manager in-order to planning and development of sales.
  + Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential leads.
  + Maintains professional and technical knowledge by referring other competitors.
  + Demonstrated skills in achieving targets, and deeply passionate about sales and marketing.
* KEY HIGHLIGHT
  + I have got chance to place myself in 7th position pan India

|  |  |  |
| --- | --- | --- |
| **Company: JKM Graphics PVT LTD** |  | **Duration: Oct 2015- May 2016** |
| **Position Held: Key Accounts Manager** |  | **Location: Bangalore, India** |

**Responsibilities:**

* SALES AND BUSINESS DEVELOPMENT
* Developing clients and penetrating new markets to enhance business development through formal presentation, while working closely with the sales channel to ensure target achievement.
* Rendering assistance to organization in the Commercial graphic industry related to the 3M Flex and Vinyl stickers
* Providing Solutions to enhance brand by using 3M product
* Assisting in the development and implementation of marketing plans, CLIENT RELATIONSHIP MANAGEMENT
* Analyzing the marketing trends and tracking competitors’ activities and providing valuable inputs for product enhancement and fine tuning sales and marketing strategies.
* Maintaining a Cordial relationship with service team for speedy response to customer complaints to sustain profitability of the business.
* Managing a team of 3 members. I am responsible for handling the team and motivating team members to achieve organizational goals.
* KEY HIGHLIGHT
* Played a key role in enhancing the company roots to different cities.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Company: CityLink.co.in** | |  |  | **Duration: April 2015- Oct 2015** |  |
| **Position Held: Management Trainee (Sales)** | |  |  | **Location: Bangalore, India** |  |
| **Responsibilities:** | | | |  |  |
| ∑ | Develop the primary and secondary Database of Companies. | | |  |  |
| ∑ | Cold calls and fixing the appointments with the concern decision makers. | | |  |  |
| ∑ | Meeting the client and pitching the product awareness. | | |  |  |
| ∑ | Closing and maintaining the deals for the future business. | | |  |  |
| ∑ | KEY HIGHLIGHT | | |  |  |
| ∑ | Achieved in getting the first business to the company as one man show. | | |  |  |
|  | |  |  |  |  |
| **Company: HCL Technologies Ltd** | |  | **Duration: March 2011- August 2013** |  |
| **Position Held: Developer** | |  |  | **Location: Bangalore, India** |  |
| **Responsibilities:** | | | |  |  |

* Worked for different Insurance covers like Death, TPD and IP for PASF fund provider for both External and Internal modules
* Prepared Technical Specification Document
* Supported testing team by providing sample test data and test conditions
* Prepared and executed Unit test cases

**Technologies used:**

* Microsoft SQL Server 2008 R2 edition
* Weblogic 11g
* Axelerator Studio11.2.4
* Axelerator Rules s deployer 11.2.4
* SMTP and NSIS

 **ACHIEVEMENTS**

* Helped in achieving the success for India International Dance Congress 2013 to 2016
* Placed 3rd in Asia Cup in Latin Dance

 **EDUCATION**

* MBA (Marketing) –(2013-2015)- IBMR-International Business School
* B. E (Computer science) – (2008-2011) – Sri Chandrasekarendra Saraswathi Viswa Maha Vidyalaya India
* HCL Certified Engineer through HCL CDC.