

KALLEM ABHILASH REDDY – HYDERABAD, INDIA. Mobile - 7893225977

"I am passionate about combining innovative ideas with business opportunities, recognizing them as a powerful force in today's world. I excel at connecting with people and building strong relationships. Over the past 5 years, I've honed my skills through professional experience, and now I'm eager to elevate my career to the next level and demonstrate what I've learned."

WORK EXPERIENCE:

THINK AND LEARN PVT LTD (BYJU'S THE LEARNING APP) :

WORKING AS SALES MANAGER (25TH SEP 2022- PRESENT) : I bring a proven record of success, strategic partnerships, and revenue growth for maximum market impact and business expansion.

Due to my dedication and enthusiasm, I became a Sales Manager (B2B) within 18 months. In this role, I excelled at scheduling meetings with educational institutions, engaging Key Decision Makers, and promoting our products. I closed deals by demonstrating our value, implemented solutions, and fostered long-term customer relationships. I also support institutions post-sales with ongoing services and effective marketing strategies.

Milestone: In this segment, I have achieved an impressive revenue of 45 lakhs. I actively engage in post-sales activities, providing ongoing services and implementing effective marketing strategies to further support the institutions

SENIOR BUSINESS DEVELOPMENT ASSOCIATE (B2C): (NOV 30th, 2020- 24th Sep 2022)

I worked as a Business Development Associate (BDA) at BYJU'S for 18 months. My responsibilities included generating leads through cold calling, inbound leads, and offline inquiries, connecting with customers, scheduling meetings, providing counseling to students about BYJU'S unique learning approach, and assisting them in becoming premium subscribers, all aimed at generating revenue.

Milestone: Through my efforts, I have achieved remarkable results, generating an impressive revenue of almost 80 lakhs. Out of this, 50 lakhs can be attributed to successful cold calling strategies, while an additional 30 lakhs were generated specifically for the BYJU's Tuition Center. As a result, my tuition center has emerged as a top-ranking institution in terms of revenue and admission numbers across Pan India.

PFIZER RETAILS TERRITORY SALES OFFICER (March 2019 - March 2020) :

I implemented successful sales strategies to promote Pfizer products in my territory, building strong retail client relationships. Achieved notable milestones: Generated revenue, won Employee of the Month twice, and excelled in sales techniques and relationship-building.

Nosch Labs Private Limited (February 2018 to February 2019):

Worked in the Production Department from February 2018 to January 2019, I played a vital role in assisting with the production process of pharmaceutical products.

ACADEMIC PROFILE:

- Bachelors in pharmacy, Bharat Institute of Pharmacy, (2013)
- Intermediate, Sri Gayatri Junior College, (2011)
- SSC, Bhashyam Public High School. (2010)

TOOLS USED

- LeadSquared
- Ameyo
- MS Excel
- LinkedIn Premium
- Email Verifier
- MS Word

STRENGTHS:

- Sales Management and Team Management
- Revenue Generation (B2C and B2B)
- Strong communication skills and leadership qualities
- Strict adherence to time schedules and efficient performance under demanding situations
- Confidence to tackle new challenges with enthusiasm.
- Brand Management
- Negotiation Skill and Digital Selling Skills (online and offline courses)

Personal Details:

- Name : Kallem Abhilash Reddy
- Date of Birth : 07-02-1996
- Sex : Male
- Marital Status : Single
- Nationality : Indian
- Languages Known : Telugu & English (Proficient), Hindi (beginner)
- E-mail : abhireddy7533@gmail.com , 7893225977

- Address : H. No. 5-4-775/1, Kamalanagar, Vanasthalipuram, Hyderabad , 500070
- Notice Period : 60 Days
- Current CTC : 9 Lakh PA

DECLARATION:

I hereby declare that the above-written particulars are true to the best of my knowledge and belief.

K.Abhilash Reddy

Place: Hyderabad

Date: 05-10-2023