

CURRICULUM VITAE

MEDEPALLI BHAGYARAJU

Phone:9000854125

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Objective

To use my skills in the best possible way for achieving the company's goals.

Work Experience

Relationship Manager (Bounce – Vijayawada) Feb'20 till date

New Client Acquisition, Negotiation, Revenue Analysis, Cross-Selling, Demand Planning

- Prospecting for new partners and On-boarded **45** partners within the city
- Handled day-to-day operations, **60** partners across Vijayawada, as Single Point of Contact (SPOC)
- Retaining partners and cross-selling *Bounce Cash* to ensure End-customer payments are cleared in-time
- Top performer in selling Bounce Cash of **32,000/-** for the month of Feb'20 across 3 cities
- On-Boarded **28** partners during *Covid-19* times April-June 2020
- Maintain and review monthly Sales Tracker of accounts and targets
- Share regular feedback on market conditions, competition, pricing and other factors influencing on-ground sales to City and Central Teams
- Work in-tandem with City operations team to ensure optimal inventory availability with partner
- Ensure resolution of partner payment and other types of issues at the earliest

Business Development Manager (Udaan – Vijayawada, Guntur) June'19 to Jan'20

Prospecting, Acquisition of New Clients, Clients churn management, Team Management

- Managed a Sales team of 4 members
- On-boarded 120+ new dealers with a minimum billing of 20,000/- per month

Business Development Manager (Luxor Writing Instruments –Vijayawada) Mar'17 to May'19

Target Achiever, Price negotiation

- Achieved Quarterly target of 45 Lakhs for 3 consecutive quarters accounting to 1.35Crores in Sales Revenue
- Taking care of products at the time of delivery, Documentation, price negotiation

Sales Executive (Shoppers Stop – Vijayawada) Aug'13 to Feb'17

- Ensure the availability of stock for sales
- Product demonstrations to customer, satisfaction, stock management, Targets achievement

Education

- M.B.A(Marketing Management) with 69.5% - 2019 in NALANDA DEGREE college, NAGARJUNA UNIVERSITY, Vijayawada
- B.A(BACHELOR OF ARTS) with 67% - 2017 in NALANDA DEGREE college, Vijayawada
- SSC with 63% - 2009 at St.ANN'S EM HIGH SCHOOL AP STATE BOARD VIJAYAWADA.

Linguistic proficiency

- Telugu
- English

Declaration

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

Professional References

- Thomas Prashant – Assistant Manager Bounce, Vijayawada, Ph. No-9110733061.
- Manda Sri Pratap – City Head, Bounce, Vijayawada, Ph.No.-9873706935.

Place: Vijayawada

(M.BHAGYARAJU)