**CURRICULUM VITAE**

**MEDEPALLI BHAGYARAJU** Phone:9000854125

Vijayawada -520004, Andhra PradeshEmail:bhagyaraj793@gmail.com

**Objective**

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

**Work Experience**

**Relationship Manager (Bounce – Vijayawada)** *Feb’05 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 Singe 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 atSt.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)