

SHAIK SURAJ BABU

D.No.19-14-1/9, 3rd line Gandhi Nagar, LR Colony, Sangadigunta, Guntur.

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EXPERIENCES:

- I work as a Marketing manager in R.K. Scan Centre & Diagnostics with 1 year and 6 months of Experiences. My job role is B2B & filed sales. Their responsibilities are to visit the doctors and expose the services like brand promotion & Customer handling.
- Work as a business development associate with 6 months of experience. My job role is B2C sales. Their responsibilities are lead generation, cold calling, email campaigning, research and development.
- It's about B2B sales, cold calling, Lead generation, Business development, Booking appointments of clients, Need generation, Price pitching, B2C sales, Proper Presentation, Closure.

CAREER OBJECTIVE:

- Looking for a challenging role in an organization, which provides opportunities to enhance my skills and expand my knowledge for growth of the company.

ACADEMIC QUALIFICATION:

- MBA with Specialization of Marketing Management & Human Resources Management, Secured 69%, 2018-2020.
- Degree in B.Com (General), Secured 72%, 2014 – 2017.
- Intermediate in MPC, Secured 75%, 2012 – 2014.
- SSC Secured 6.8 GPA, 2011-2012

ACADEMIC PROJECT:

- **Title** : A study on “Sales promotions” with reference to **Bharati Customer Care Products Private Limited.**
- **Description** : The project is about the Sales Promotion to obtain better understanding of a firm’s products about sales and promotional activities in the marketplace.

INDUSTRIAL EXPOSURE:

- Visited “Arjuna Solvent Extraction Private Limited” to know the working procedure.

SKILLS:

- **Soft skills** : Creativity, collaboration, adaptability, time management, willingness to learn, critical thinking, self-motivated.
- **Technical skills** : Good computer skills, project management skills, graphical skills, troubleshooting and research.

ACHIEVEMENTS:

- Got second prize in "**Market makers**" in university Level Student Meet conducted by Mittapalli Engineering College.
- Participated in "**Market makers**" in university level student meets conducted by T.J.P.S College.
- Got second prize in “**Stock Market**” event in **ANDHRA LOYOLA COLLEGE, Vijayawada.**
- Got **1st & 2nd** prizes in sports conducted by our colleges as part of Annual day and fest.
- Attended workshop on “**Statistical tools**” in Hindu College of management.
- **Team leader** to my group in **SPOORTHY I³ Expo – 2020** in Hindu College of Management and our topic is about **ENTREPRENEURSHIP.**
- Done a Survey on the opinion of passengers on electrical city buses regarding APSRTC.
- Got first prize in “**Differentiating competencies**” online webinar by Hindu College of management.
- Participate in the online webinars and online certification courses in the time of lockdown achieved 30+ certificates.

HOBBIES:

- Playing Outdoor Games, Spending time with friends, Browsing the internet, Watching Advertisements and movies.

PERSONAL INFORMATION:

Name : Shaik Suraj Babu

Gender : Male

Date of Birth : 8th August 1997

Father’s Name : Shaik Subani

Nationality : Indian

Married Status : Unmarried

Languages Known : Telugu , English , Hindi , and Urdu

Address : D.No.19-14-1/9, 3rd lane Gandhi Nagar,
LR Colony, Sangadigunta, Guntur - 522003 (A.P)

DECLARATION:

- I hereby declare that all the above-mentioned information is in accordance with fact or truth up to my knowledge and I bear the responsibilities for the correctness of the above mentioned particulars.

Place : Guntur

Date :

(Shaik Suraj Babu)