



Ravi Kiran Kulkarni

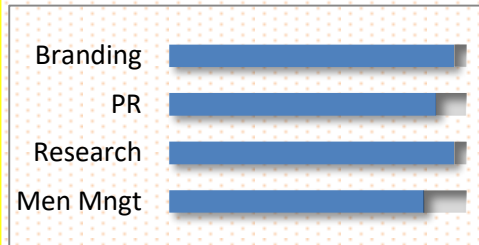
CONTACT:

Address: H.No. C- 910, Kendrlya Vihar III Nagar, Hydershakote, Bandlagudajagir, Hyderabad-500091.

Mob: +91-994-808-3035

E-mail: raviraki786@gmail.com

KEY RESULT AREAS:



LANGUAGES SKILLS:



EDUCATION QUALIFICATION:

- Bachelor of Science from Sri Krishna Devaraya University Ananthapur for year 1998.

PERSONAL DETAILS

Father's Name: Jai Prakash Rao

Marital status: Married

Hobbies: Traveling, Gardening, Filming, and Music.

Profile

Summary

- 18+ years in handling high business volume through Sales Marketing, creative marketing campaigns and expansive communication distribution to increase profit growth.
- Successful marketing initiatives and approach to see consistent Sales Target and ROI increase per season,
- Proven ability to ideate, execute and manage projects within the organization.
- Builds consensus that consistently creates momentum to implement strategic initiatives.

Leadership Competencies

♦ Strategic Marketing Sales & Branding ♦ New Product & Brand Development ♦ Public Relations, Advertising & Promotions ♦ Brand Marketing & Consumer Communication ♦ Environmental Branding and Décor ♦ Interactive & Technology Enabled Marketing ♦ E-Commerce & Website Evolution ♦ Loyalty Marketing & Customer Segmentation ♦ Market Research, Analysis & Reporting ♦ Profit & Loss Statement Accountability

Skills Acquired

Effective communication skills
Flexibility, Initiative and pro-activeness,
Effective Writing Skills for Public Relations
Team Understanding and Management.

Strengths & Capabilities

Strong conceptual clarity on issues governing high-performance work practices.

Derive, implement and processes strategies for better operational benefits.

Highly self-motivated, and with best planning and organization.

Reliable worker with the ability to quickly learn new concepts and skills.

Backed by a solid work history, reputation as a team player and a good leader.

Communication skills and Demonstration strength.

Perform well under pressure situations.

Experience

Nov18- Till date Confidential

Marketing & Sales Consultant

- Consulting for various companies for their Sales & Marketing Requirements
- Short term /Long term Lead Generation Programs
- Handling Web/ SMM/ SEO
- Handling Event, Road Shows, Brand Building, Resourcing Marketing asserts,
- Reviewing and Coordinating with management and sales personnel Monthly
- Coordinating channel partners.
- Understanding overall marketing and branding requirements with timely delivering

Mar16 – Aug 17 Tanushree Infra Pvt Ltd. Hyderabad, AP

Marketing & Sales

- Coordinating with Sale and Tele-marketing for lead generation.
- Handling Internal and external branding, communications and concept designing
- Taking care of Complete Sales Team, right from Lead allocation to Targeted Numbers/ Sale and coordinating with Channel Partners Company.
- Resourcing, Supervising on Channel Partners and Marketing asserts.
- Marketing needs coordination with Execution team and production team.
- Assisting with technical team for overall development on company's web portal and app development.
- Conducting regular review meetings on Sales Targets and conferences as per requirement.

Mar 13 –Dec 15

Rashimi Srisairam Property Developers

Hyderabad, AP

Marketing & Sales

- Assisting the CEO of the company exclusively for Sales & Marketing
- Taking care of Branding, Promotions and Lead Generation of various Projects
- Handling Sales team, Customer Management, Presentations and Channel Partners
- Provide necessary steps for preparing annual marketing budget for BTL ATL activities
- Provide support and supervising all the Sales & Marketing Team.
- Regular training programs to Marketing and Sales team with latest Technical, non- Technical supporting systems.
- Provide proper management for making schedules as well as production of marketing materials.
- Coordinating with Media Agencies for all kind of media Advertisements.
- Coordinating with CEO and CRM Team.
- Conducting event in various places for the lead generation.

Mar 11 –Jan 13

Saket Group

Hyderabad, AP

Manager Marketing

- Saket Engineers (P). Ltd. Given the opportunity to serve as Manager- Marketing.
- Responsible for Brand building, through ATL & BTL activities
- Responsible for Lead generation through Events and Road Shows
- Complete communications like P.R (Public Relations) and Customer care
- Handling all the communications of Projects on web, Print, Electronic Media, Outdoor, and in house mediums.
- Creating perfect ambiance for the sale and Internal Meetings and Branding
- Taking care of Total Sales support. Distribution and maintenance total lead generated.
- Coordinating with the Architects for Project designs.

Mar 09 to Jan 11

Obili Infrastructure Pvt. Ltd.

Hyderabad, AP

Sr. Manger for Marketing and Sales

- Taking care of total Corporate & Internal Communications, Events, ATL, BTL activities, Road Shows Branding and Promotions
- Taking care of all kind of Training program for Fresher and Existing Sales team Handling to Target Based Sales (Including one Marketing Team of 3 member)
- Concept creation for BTL activities and Road Shows
- Taking care of Lead generation and Lead allocations and sales Review
- Giving and updating the sales team with adequate knowledge about Computer skill, Research, analyze, Case Studies, Sale, and Marketing etiquettes.

Jan 08 to Jan 09

Aditya

Hyderabad, AP

Aditya Housing and Infrastructure Development Corporation Pvt. Ltd.

Senior Media Relations Manager

- Provide necessary steps for preparing annual marketing budget for BTL ATL and Road shows activities
- Provide support and supervising all the marketing and sale personnel.
- Regular training programs to Marketing and sales team with latest Technical, non- Technical supporting systems.
- Provide proper management for making schedules as well as production of marketing materials.
- Coordinating with Media Agencies for all kind of media Advertisements
- Taking care of lead generation programs, updating the sales reports, maintaining total data management and arranging the sale meeting.
- Planning and executing all promotional campaigns for internal and external branding.
- Executing events, Campaigns and concepts.
- Project planning includes (Elevation and floor plans).
- Taking care of some Administrative sections.

Nov 06 to Dec07

Aliens Developers private Ltd

Hyderabad, AP

Nov99 to Jan 02

Arthi comp-tech as a Medical Transcriptionist

Hyderabad, AP

Social Service

- Member of Bamboo Society of India A.P & Telangana Chapter
- Passionate towards Bamboo/Nature which made me to work and Promote on Bamboo plantation and related products
- Promoting the Bamboo and its related and sharing the Knowledge through different medium like using Social Media, Personally, in some School and Educational institutes
- Conducting learning, Training Program and conferences, e.g. NI-MMI, Botanical Garden, and Private firms
- Professionally committed, responsible and adapt easily to new situations. Successfully handle a wide range of functions using a combination of creativity, Organizational culture and updated Market trend
- Focusing on demanding work environments, under deadline and pressure conditions. Meet challenges head-on and always find a way to complete multiple assignments or tasks.