

T VAMSI KRISHNA

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Permanent Address: Flat no504 Prime Majestic Apartment Vuda Phase 7
Kurmannapalem visakhapatnam-530046

CAREER OBJECTIVE

To have a growth oriented and challenging career where I can contribute my knowledge and skills to the organization and enhance my experience through continues learning and team work.

WORK EXPERIENCE

Current Employer : Perfetti Van Melle India Limited

Duration : August 2022 – Till Date

Designation : Distribution & Sale Executive

Responsible for territory sales of confectionery division in Prakasam District.

- Planning and execution of distribution Primary and Secondary Sales.
- Achieve sales targets through personal selling (visiting market) and driving the distribution system.
- Team KPI Monitoring and Motivating them to results.
- Maintaining Infra and System Hygiene.
- Systematically analyses, extract and use MIS reports to identify possible gaps and opportunities to improve execution and performance in the territory.
- Providing actionable insights to guide the sales and marketing teams.
- Implementing Below-The-Line (BTL) inputs (schemes and promotions, visibility spends etc.)
- Monitoring and analyzing competitive activity, customer, and market trends.
- Ensuring maximum lines billing for both primary and Secondary.
- Achieving Effective coverage for Focus and NPD SKUs.

Current Employer : JSW PAINTS PVT LTD

Duration : January 2020– August 2022

Designation : Customer Relationship Officer/ Area Sales Officer

Responsible for territory sales of decorative division in Visakhapatnam District.

- Handle all facets of the territory including sales, marketing, pricing, training, inventory management, and retailer agreements.
- Specialize in relationship building, customer retention, new customer development, maximizing revenue, and up-selling.
- Sharing product knowledge with retailers and end users on all features and benefits as well as key selling points.
- Successfully engaged/retained new and existing customers through field campaigns, regularly scheduled visits and mass meets.
- Ensure payment collections from dealers as per the set benchmarks and ensure no outstanding dues.

- Handling contractors and engineers with loyalty programs.
- Handling both private and government sales projects.

INDUSTRY PROJECT : Rashtriya Ispat Nigam Ltd (RINL)

Duration : 2 weeks
 Designation : Project Trainee
 Project Details : STUDY ON REMAINING LIFE ASSESSMENT OF A BOILER (VIZAG STEEL PLANT)

Internship : EAST COAST RAILWAY

Duration : 01 Month (May, 2016 – June, 2016)
 Designation : Trainee (DIESEL LOCO SHED)
 Role : Summer internship in Indian railway.

EDUCATION

WORK EXPERIENCE				
Education				
Master of Business Administration In Marketing	Addanki Institute Of Management And Sciences	JNTUK	6.75(GPA)	2021
Bachelor of Technology in Mechanical Engineering	Vignan's Institute of Information Technology, Visakhapatnam	JNTUK	60.23	2018
HSC	Narayana Junior College	Board of Intermediate Education Andhra Pradesh	86.5	2014
SSC	Kendriya Vidyalaya Steel plant Visakhapatnam	CBSE	7.2(GPA)	2012

Other Academic Certificate & Technical Skills

- Excel, VBA Macros, Microsoft Office
- Technology Entrepreneurship Programme By **Indian School Of Business (ISB)** Hyderabad (2016-2018)
- Diploma in "German Language" at Department of Foreign Languages Andhra University (2017)
- Benefits administration
- Adequate working knowledge in computer basics.

CERTIFICATIONS & ACHIVEMENTS

- Secure "C" certificate in 6 (A) Air Squadron National Cadet Corps (NCC) Visakhapatnam
- Para legal volunteer at district legal services authority (DSL), Visakhapatnam for period of 1 year under the guidance of Supreme Court.
- At school level involved in Bharat scout & Guide and attended international and national events.
- Member in National Service Scheme (NSS) at college level.

PERSONALITY TRAITS

- Ability to deal with people diplomatically.
- Easily adaptable to any new situation.

- Optimistic attitude with career minded thinking.
- Good interpersonal and communication skills.

PERSONAL INFORMATION

Name	: TALLAPRAGADA VAMSI KRISHNA
Date of Birth	: 05-June-1996
Father's Name	: T SATYANARAYANA
Nationality	: Indian
Gender	: Male
Marital status	: Unmarried
Language Known	: English, Hindi, Telugu
LinkedIn	: https://www.linkedin.com/in/vamsikrishnatallapragada/
Permanent Address	: Flat no 504 Prime Majestic Apartment, Vuda Phase-7, Kurmannapalem Visakhapatnam Andhra Pradesh-520032

Declaration

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

Place: Visakhapatnam

Date:

T VAMSI KRISHNA