



# Gajawada Rajesh

Territory Sales Manager

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## Professional Experience

### Territory Sales Manager

NoBroker Hood | September 2022 - Present

Territory Sales Manager for NoBroker Hood, your primary focus is on driving sales, expanding the client base, building relationships with housing societies and communities, managing and analyzing sales data, and collaborating with internal teams. By effectively executing these responsibilities, you contribute to the growth and success.

### Senior Growth Associate

Magicpin | April 2022 - August 2022

Developing and implementing strategies to acquire new users or customers through various channels, such as digital marketing, partnerships, referrals, and advertising campaigns. Optimizing conversion rates by analyzing user behavior.

### Senior Business Development Associate

THINK & LEARN PVT LTD-BYJUS | May 2020 - February 2022

a Senior Business Development Associate, lead generation, relationship building, proposal development, sales support, project management, reporting, and continuous learning.

### Sales & Vendor Partnership Manager

Supusti Foods | March 2015 - March 2018

a Vendor Partnership Manager is responsible for cultivating strong relationships with vendors, driving strategic collaboration, managing contracts, evaluating performance, mitigating risks, and achieving mutual growth and value for both the organization and its vendors.

### Purchase & Vendor Manager

The snackstime.com | April 2018 - April 2020

the Purchase & Vendor Manager's role involves strategic planning, vendor selection and management, contract negotiation, budgeting, inventory control, risk management, supplier relationship building, and data-driven decision-making to optimize procurement processes and achieve cost savings while maintaining high-quality standards.

## Education

Maharshi Dayananda High School at Medak | March 2006

Narayana Jr College at Hyderabad | March 2006 - March 2008

Little Flower Degree College at Hyderabad | March 2008 - March 2014

## Accomplishments

### Pride Of Hyderabad For Best startup

Govt Of Telangana | April 2019

Got an Award for Govt of Telangana For Best startup Award-

### UTHAANA Award

Ifocus mission-NGO Organisation | August 2019

**Interview in E-TV News Yuva Programme**

| May 2019

**Success stories about My startup in Different News papers**

Eenadu Sunday Magazine

Telangana Today

Andra Prabha



**Languages**



English



Hindi



Telugu



**Interests**

Watching Movies, Coocking.