# **VEMA REDDY VIRUPA** 23–85, R.K. Nagar

Mobile # 99121 38211/ 8309304944 Opp. to Devi Apartments

E-mail: [vrvirupa@rediffmail.com](mailto:vrvirupa@rediffmail.com) Malkajgiri, Hyderabad – 500 047

**CAREER SUMMARY:**

A 30 years experienced professional has experience of working with wide variety of industries which include Publishing, Insurance, Chemical, Textile, Borewell, Courier and Health Industry. Experience covers working in Sales, Purchase, Managing people, Channel Management, Key Accounts Management and Administration departments.

**WORK EXPERIENCE:**

**Sr. Relationship Manager - October 2016 to till date**

**MY HEALTH WELLNESS PVT.LTD.**

**Responsibilities : Making empanelment of hospitals, clinics, medical stores, physiotherapy centres and gym & fitness centres.**

**Asst. Manager – Business Development** **–** January 2015 to May 2016

**S V INTERIORS PVT. LTD. - *Interiors***

RESPONSIBILITIES**:**Market Development, Generation of enquiries, Submission of estimations, Collecting orders from customers and follow-up with supervisors

**Manager – Channel Sales *–*** January 2012 to February 2014

**INDIAN HEALTH ORGANISATION PVT. LTD.**

RESPONSIBILITIES**:** Responsible for achieving monthly targets, Recruiting and appointing new agents & working closely with a team of 35 agents, Monthly sales plan with agents, Train the agents on products, Manage the daily activity of agents and Renewal follow-up

**Manager – Business Development *–*** May 2008 to August 2011

**IMAGINE MEDIA SOLUTIONS INDIA PVT. LTD. *-* *Publishers - Shopping Guide***

RESPONSIBILITIES**:**Market Development, Generation of Enquiries, Price Negotiation, Submission of quotations, Collecting orders from customers, Sending weekly reports and follow-up of outstanding bills

**Agent & Advisor** -March 2007 to October 2011

**MAX NEW YORK LIFE INSURANCE CO. LTD.**

RESPONSIBILITIES**:** Giving awareness about the insurance policy and its necessary. Explaining about the insurance product to the customer as per their need and convincing to take the product

**Business Development Officer** - March 2004 to February 2007

**MAGNA INFRA INDIA LIMITED - *Publishers - Construction Trade Directory***

RESPONSIBILITIES: Market Development, Generation of Enquiries, Submission of quotations, Price Negotiation and collecting orders from customers.

**Business Development Officer** – August 2001 to February 2004

**PRAKASH AIRFREIGHT PVT. LTD. – *Courier & Cargo***

RESPONSIBILITIES: Market Development, Generation of Enquiries, Submission of quotations and follow-up of outstanding bills

**Resident Manager –**November 1997 to July 2001

**NATURAL LIME PRODUCTS PVT. LTD.**

***Manufacturers of Hydrated Lime & Mine Owners – Rajasthan base company***

RESPONSIBILITIES **:** Market Development, Generation of Enquiries, Price Negotiation, Collecting orders from customers, Submission of quotations, Sending weekly reports and follow-up of outstanding bills

**Purchase Officer –**August 1994 to November 1997

**SUVARNA APPAREL & FASHION EXPORTS LTD.**

***100% EOU, Manufacturers and Exporters of 100% Cotton Knitted Fabric & Garments***

RESPONSIBILITIES**:** Vendor Development, Creditor Management, Making Arrangement of Materials for smooth flow of Production, Making Transportation Arrangements to various places in the country

**Partner & Manager –**March 1991 to July 1994

**SALUJ ENTERPRISES**

***Dealers of Welding Electrodes, Welding Accessories, General Hardware & Medical Oxygen***

RESPONSIBILITIES **:** Market Development, Generation of Enquiries, Price Negotiation, Submission of quotations, Arrangements of Stocks, Day to day operations with customers & follow-up of outstanding bills

**Stores Assistant –**November 1985 to August 1990

**BOREWELL ENGINEERING INDUSTRIES**

***Manufacturers of Borewell Drilling Rigs & Accessories***

RESPONSIBILITIES:Maintaining Stock Registers, Collecting Requirements from Supervisors, Reporting Stock Positions & Indenting to Purchase Department

***( Vema Reddy Virupa )***