**B Kalyan Goud**

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## CAREER OBJECTIVE

Seeking a challenging position in an organization that will enable me to utilize my valuable experience, and organizational skills to achieve the business excellence and the intended results.

## EDUCATION

* **B.Tech in Mechanical Engineering** August 07-April11

VidyaVikas Institute of Technology (JNTU), Hyderabad

## SOFTWARE SKILLSET

* **Business Applications:** MS Office, SharePoint, Photoshop
* **Operating Systems:** Windows, UNIX
* **CAD Tools:** Auto CAD,

**EMPLOYMENT HISTORY**

**AMC TECHNOLOGIES**

**Vendor Manger**  Feb 2018-Till Date

**Roles &Responsibilities:**

* Working on software issues regarding the networking (Maximo)
* Tickets related issues for chats from customers (B2C)
* Worked on Globalized custom ER enquire regarding designs offered by the vendors.
* Updateing time to time status of projects (Customer Metrics).
* Day to day followup from the team regarding the work progress of project.
* Developing and sustaining long-standing relationships with company-approved vendors.
* Meeting with suitable vendors to assess their products, inquire about their services, negotiate pricing, and communicate any product or service-related concerns.
* Conducting research on available vendors to determine which vendors offer the best pricing and product quality.
* Continually monitoring sales trends to determine which products are more popular than others.
* Implementing vendor selection programs to ensure that the best vendors are secured.
* Conducting interviews with new vendors and informing approved vendors of their responsibilities and obligations.
* Establishing standards by which to assess the performance of approved vendors.
* Evaluating current vendor management programs and identifying ways to improve them.

**Strateology, Hyderabad Sep 2016- Jan 2018**

**Customer Support Executive**

**Roles &Responsibilities:**

* Interactive with examinees
* Proctering the exam sessions
* Trouble shooting Internet Issues & Application issues

**St.Martines Engineer college, Hyderabad March 2012-Aug 2015**

**Asst.Professor**

**Roles & Responsibilities:**

* Contributing to the intellectual life of the School by engaging in high quality core teaching.
* Contributing to the monitoring and enhancement of quality in teaching within the department.
* Actively seeking and pursuing training in teaching technology and practice, for example by undertaking the PG CertHE to associate level.
* Teaching and examining undergraduate and masters level students.

## DECLARATION

I hereby declare that the details furnished above are true to the best of my knowledge.

**References:**

Will be provided on request

Place: Hyderabad

Date: 15/12/21

**(B. KALYAN)**