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| **CHAITHANYA KUMAR D.J** |
| Email: chaithanyamayaanklavanya@gmail.com Mobile No. : 9148584558 |

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| **Objective** |

Seeking a challenging position in well-established Company that offers professional growth and ample opportunity to learn and enrich my competencies in my profession. Secure a job in the industry where I can utilize my knowledge for the organizations growth.

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| **Experience Summary** |

* Working for Builders and developers as sales Head.
* Having good experience in Real Estate sector.
* Working as regional Sales Manager for Bangalore in Human Interface Tech Company.
* Selling ERP Software’s and websites for education sectors like schools & colleges.
* Having a professional work experience of over 2 years in HDFC bank as BDE.
* Worked as Team Manager in Asklaila.com for 4years.
* Handled Team of Sales, for Advertising sector.
* Well versed in Training Profession
* Recognized as Best Employee for sales & Marketing.
* Hands-on Training on conducting Seminars and Workshops.

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| **Work Experience** |

**Marketing Manager**

**Arsis Developers Pvt Ltd.**

**Builders and Developers.**

**SEP 2018– Till date**

* Worked as Marketing manager take care of sales.
* Possess positive attitude and ability to meet customer requirements
* Selling flats to customers, we are in to builders and developers.
* Handling a team size of 5 employees, are marketing executives.

**Team Manager.**

**Square yards.**

**June 2016– Sep 2018**

* Worked as Team Manager, Handling the entire Bangalore sales & marketing.
* Possess positive attitude and ability to meet customer requirements
* Selling flats to customers based on there requirements and budgets.
* Handling a team of Bangalore & responsible for team sales.
* Handling a team size of 12 employees, in that 6 are territory managers and remaining are marketing executives, telesales and sales coordinators.
* Here the Revenue target is like deals, as a team I have to do minimum 25 deals per month

**Team Sales Manager.**

**Prop Tiger.**

**May 2015– June 2016**

* Worked as Team sales Manager, Handling the entire Bangalore sales.
* Possess positive attitude and ability to meet customer requirements.
* Handling a team of Bangalore & responsible for team sales.
* Handling a team of territory managers & Telesales.
* Here the Revenue target is like deals, as a team I have to do minimum 15 deals per month.

**Regional Sales Manager.**

**Human Interface Technologies.**

**Vidhyaworld.com**

**Jan 2013 – May 2015**

* Worked as regional Sales Manager, Handling the entire Bangalore sales & marketing.
* Possess positive attitude and ability to meet customer requirements
* Selling Software products to education centers likes schools, colleges, education centers etc.
* Handling a team of Bangalore & responsible for team sales.
* Handling a team size of 40 employees, in that 12 are territory managers and remaining are marketing executives, telesales and sales coordinators.
* Here the Revenue target is like deals, as a team I have to do minimum 25 to 30 deals per month.

**Team Manager.**

**Asklaila.com, Bangalore, Karnataka**

[**www.Asklaila.com**](http://www.Asklaila.com/)

**Dec 2009 - Jan 2013**

* Worked as Team Manager, Handling a team of sales & marketing.
* Handled the tasks of conducting training regarding Products designing and developing by the management
* Ability to handle a huge Team of sales & Marketing & training.
* Ability to work independently or as a team member
* Possess positive attitude and ability to meet customer requirements
* Strong organizational and preparation skills.
* Handling a team of 15 employees in that 10 or telesales and sales coordinators remaining are marketing team.
* Here the revenue target is 15L per month.

**Business Development Executive.**

HBL (HDFC bank products), Bangalore, Karnataka.

June 2008 - Dec 2009

* Worked as business development executive.
* Dealing with Personal loan department products.
* Meeting the customers and explaining about the loan process and making them to go for personal loan through HDFC bank.
* Here the revenue target is 25L per month.

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| **Education & Qualification** |

* Completed B.tec **(Computer Science)** in April - 2008 from JNTU University with Aggregate 57%.
* Completed MBA from IGNOU University with Aggregate 70%.

**Achievements**

* I received 2 times **BEST Manager** awards from **prop tiger** for the high revenue delivered.
* Received Best Performer Award for 32times in Arsis Developers Pvt Ltd.
* Received best team performance award in Human interface tech for2 times.
* Received **best Team Manager** Award for 6 months, Asklaila.com.com.
* Won first prize in **DEBATE** held at **SV.UNIVERSITY**, TIRUPATI.
* Received **Best employee** certificate in **ASKLAILA.COM** for 5 times.

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| **Personal Profile** |

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| 1 | Address | Local Address:  Chaithanya Kumar D.J  Ramamurthy Nagar, Bangalore  Ph.: 9148584558 |
| 2 | Date of Birth | 23/11/1985 |
| 3 | Father name | Mr.jagannadham |
| 4 | Gender | Male |
| 5 | Marital status | married |
| 6 | Nationality | Indian |
| 7 | Languages known | English, Telugu, Tamil, Kannada, Hindi. |

I hereby declare that the above information furnished is true to the best of my knowledge and belief.

Place : Bangalore

Date : SIGNATURE