

CHANDRA MOULI KOYYANA

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PROFESSIONAL SUMMARY

Highly organized and results-driven Bid and Proposal Management professional with a proven track record of leading complex bids across multiple industries. Expertise in market research, competition analysis, and proposal writing, with a deep understanding of RFP/RFI/RFQ processes. Successfully improved win rates and optimized project margins by collaborating across teams and managing end-to-end bid development. Demonstrates strong technical knowledge in Oracle ERP, Generative AI, Cloud technologies, and more.

PROFESSIONAL EXPERIENCE

Ramtech Manufacturing Industries

Tender Executive

May 2023 – Present

- **Spearheaded bid management** for large-scale deals, achieving a 70% win rate and contributing to a 30% growth in the client base.
- **Developed tailored proposals** that aligned with client business goals, resulting in a 98% success rate in competitive bids.
- **Facilitated cross-functional collaboration** with Onshore teams, Finance, Legal, and Risk departments to enhance cost optimization and profitability.
- **Conducted detailed market research** and competitive analysis, producing capability decks that improved client engagement by 25%.
- Reduced project costs by 30% through strategic contract negotiations and improved resource allocation.
- Leveraged expertise in Oracle ERP, Cloud, and AI technologies to provide innovative solutions in proposals, improving client satisfaction.

Achievements:

- Boosted win rate to 98%, surpassing company targets by 25%.
- Saved 30% on project costs via efficient contract negotiations.

KEY SKILLS

- Bid Management
- Proposal Management & Writing
- RFP/RFI/RFQ Processes
- Market & Competition Analysis
- Cross-Functional Collaboration
- Client Relationship Management
- Stakeholder Management
- Sales Enablement
- Program Management
- Data Analytics & Business Intelligence
- Microsoft PowerPoint & Excel
- Power BI & Data Visualization

EDUCATION

B. Tech, Mechanical Engineering

Aditya Institute of Technology and Management, Tekkali

2019 – 2023

Intermediate (MPC)

Sri Chaitanya, Visakhapatnam

2017 – 2019

Secondary School Certificate (S.S.C)

Keshava Reddy School, Srikakulam

2017