

DURGA RAO VUDATHA

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Master's. Cumberland university

EDUCATION

2017- 2020 **Gandhian Institute of Technology and Management University** | CGPA: 6.60 /10.0 Hyderabad, India
Bachelor of Science (HONS)

2017-2015 **Sri Chaitanya College** Score | :746 /1000. Guntur, India
Senior Secondary Examination

2015-2014 **Sri Vignan High School** | CGPA: 7.7/10.0. Guntur, India
Secondary Examination

Work experience

01/2020 – PRESENT
HYDERABAD, INDIA

Business Developer Teach Management services

- **Teach management services** it helps the customers Tourism, Events, Aviation, Commercial and Hotels by using Android and IOS-based Application.
- Develop a growth strategy focused both on financial gain and customer satisfaction
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Prepare sales contracts ensuring adherence to law-established rules and guidelines
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Develop entry level staff into valuable salespeople
- Reaching out the customers' requirements
- Understanding, and asking questions to provide appropriate solutions.
- Negotiation Skills
- Analytical and Problem-Solving Skills.
- Time Management
- Technical Skills.

07/2018 – 05/2019
HYDERABAD, INDIA

Team Member Manufacturing DR. Reddy's Laboratory

- Responded to telephone and in-person inquiries from production in a plant and professional manner.
- Responsible for operation of Coating and compression stages in OSD.
- Resolved production complaints in a timely and efficient manner.
- Performed data entry and other clerical duties as assigned.
- Responsible for execution of EBR through PAS|X.
- Responsible for Review of electronic EMBR, EBPR.
- Led shift of operators in performing tasks related to running of refinery.
- Monitored equipment and process conditions to ensure optimal operation.
- Adjusted process as necessary to maintain quality standards.
- Developed a strong understanding of the company's IT systems.
- Investigated and resolved technical issues.
- Provided support to colleagues with IT queries.
- Implemented new software and hardware solutions.
- Audit compliance with USFDA and MHRA
- Incident investigations and submission of report by using Data.

- Trained new staff members on the use of IT systems.

07/2017 – 07/2018
HYDERABAD, INDIAN

Technical trainee

DR. Reddy's Laboratory

- Batch manufacturing as per SOPs.
- Line clearance & calibration of balance.
- Men power handling & achieve the target.
- Batch manufacturing as per CGMP & safety

Projects

Team Lead for Teach management services Business projects.

TECHNICAL SKILLS

PROGRAMMING LANGUAGES

: SAP.

KNOWLEDGE OF

: MS excel, Power point , word

OPERATING SYSTEMS

: Microsoft Windows, Android., IOS

LANGUAGES KNOWN

: English, Telugu, and Hindi.

SOFT SKILLS

: Problem Solving, Adaptability, Teamwork.

HOBBIES

: Listening to Music, Playing Badminton ,

Declaration

I hereby declare that all the statements made in the above application are true to the best of my knowledge.

Thanks, and regards,

Durga Rao Vudatha.
