
PHANI KUMAR KAVULA

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PROFESSIONAL SUMMARY

An articulate, competent, and confident professional, who has an in-depth understanding of business development principles. I possess excellent communication skills and can build up rapport easily, open to the clients, find out exactly what they need, and then present them with a wide range of services and solutions. Pragmatic and results orientated, with a focus on bottom-line results

SKILLS

- Revenue Generation
- New business development
- Key Account Management
- Business Development Strategy
- Strategic planning
- Cross-functional Collaboration
- Relationship Building
- Market research and analysis

WORK HISTORY

Sr. Inside sales representative, 12/2022 to 5/2024

Tek skills IND.PVT Ltd– Hyderabad, Telangana (SAP, Cybersecurity, IoT and Application Development)

- Identifying, qualifying, and securing business opportunities; coordinating business generation activities; developing customized targeted sales strategies
 - Prospecting new companies/ accounts who are likely to buy services across the market and building & Maintaining relationships with current and potential customers through LinkedIn messages e-mail campaigns and cold calling
 - Understanding client requirements, identifying opportunities, and offering relevant solutions and support; answering potential client questions
 - Collaborating with internal teams and leadership to secure, retain, and grow accounts
 - Pipeline management and lead generation
 - Lead generation by email marketing/ cold calling/ LinkedIn or by other market campaigns.
- CRM: ZOHO Geography: USA, UK and Domestic. Revenue:1.6cr (INR)

Sr. Inside sales representative, 8/2022 to 12/2022

Modak Analytics LLP – Hyderabad, Telangana(Data Driven Solutions,Data Landscape,Data Orchestration,)

- Responsible for Market Research, Lead Generation and Business Development
- Creating and maintaining a list/database of prospect clients; maintaining a database (MS 365 Dynamics-CRM) of prospective client information
- Reaching out to prospects through cold calls / LinkedIn messages / emails to generate awareness / interest about Company and services
- Maintaining relationships with current and potential prospects
- Profiling, qualifying prospects and setting – up meetings with them
- Pipeline management and lead generation
- Understanding customer's needs and identifying sales opportunities.

CRM: MS 365 Dynamics-Geography: USA-Revenue:60,000(USD)

Sr. Executive-Business Development /IT- Co-Ordinator 3/2020 to 6/2022

Nexcel Computer Solutions – Diplomatic Area, Bahrain (Infra,Cybersecurity)

- Identifying potential companies/ contacts via research and building the database
- Communicating with prospects, making outbound calls to potential customers, and following up on leads
- Capturing all the contacts & accounts information and conversations with prospects in the CRM tool for further analysis and reporting
- Creating informative presentations, presenting and delivering information to potential clients (UNESCO/WHC (42nd World Heritage Committee conference, Bahrain, AGILITY LOGISTICS, Bahrain. (Infra) FAB – First Abu Dhabi Bank – Bahrain).

CRM: Salesforce -Geography: Middle East. -Revenue :600000(BHD).

Sr. Executive-Business Development /IT- Co-Ordinator 12/2018 to 3/2020

ERA Projects – Al Hoor, Bahrain (Infra, Cybersecurity)

- Identifying potential companies/ contacts via Market research and building the database
- Communicating with ICP's, making outbound calls to potential customers, and following up on leads
- Capturing all the contacts & accounts information and conversations with prospects in the tool for further analysis and reporting
- Creating informative presentations, presenting and delivering information to potential clients.

CRM: ZOHO-Geography: Middle East. -Revenue :500000(BHD)

Sr. Systems Engineer/IT- Co-Ordinator 11/2009 to 3/2018

LANCO Devihalli Highways Ltd. – Bengaluru, Karnataka (ITILV3)

Manager of Operations Sales at LANCO Devihalli Limited.

- Tracking issues and solutions daily pertaining to POS.
- Conducting 100+ outbound calls per day to prospective clients to generate interest and qualify leads. Leads are provided by lead generation team (POS).

- Qualifying Ideal potential customers' needs through CRM (MS 365 Dynamics) data and determine the appropriate level of qualification to move prospects forward in the sales cycle.
- Research prospects Primary, Secondary, and key contacts to enhance outreach strategy and personalize communication.
- Maintaining consistent follow-up with leads.
- Articulating the Lanco's value proposition, addressing prospect pain points and positioning solutions as a highly desirable solution to workforce and resource needs.
- Building rapport with prospects by delivering a high-quality experience that reflect Lanco's commitment to customer success.

CRM: MS 365 Dynamic -Geography: Domestic -Revenue :8cr

Senior Customer Sales Support Associate- EMEA 10/2005 to /2008

DELL INTERNATIONAL SERVICES– Hyderabad, Telangana (B2C)

- Order entry agent for Europe, Middle East, and Asia (EMEA) online operations.
- Sales order entry agent for EMEA (Europe, Middle East, Asia) online operations, which involved processing internet orders by configuring systems according to customer specifications.
- Provided online Sale assistance by configuring the systems as per client's requirement, and handled dissemination of information and updates.
- Coordination with the customer query team for payment processing issues post sales also for the quotations made.
- Pulling the E-Sales orders manually from the frictionless into the manual queue during the downtime of the frictionless team.
- Well-versed in ITIL processes and service management.
- Outbound sales pitch-enterprise orders pertaining to Servers, Laptops, Hand helds, Desktops and consumables.
- Meeting the Quarterly Sales targets and revenue.
- Building and maintaining strong relationships with customers.

CRM: Dell-Geography: EMEA, DEAT, BENLUX, UK ,USA-Revenue :300000(USD)

Customer Sales Support Associate- 12/2004 to 10 /2018

TATA TELESERVICES– Hyderabad, Telangana (Telecome)

EDUCATION

B.E(Electrical & Electronics Engineering), 11/2004

University of Madras.