

Potti N V R L S Satish

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Objective

To work in a challenging and competitive environment that demands hard work, resulting in continuous improvement of the overall organization performance and customer satisfaction by improving service delivery to consumer and organization

Work Experience

Territory Sales Executive - Abbott Nutrition

May'14 – Oct'15

Key responsibilities:

- Handled the Trade business in Bangalore South areas for 7 months then moved to Andhra Pradesh
- In Andhra Pradesh handled General and Modern Trade business in the regional areas of Kurnool, Kadapa and Ananthapur districts Handled Distribution with a team of seven sales executives and four medical representatives
- Develop and ensure implementation of Distribution plan across distributor territories
- Provide direction to the team for handling day to day market challenges
- Formulate & execute the secondary sales plan - Area wise, distributor wise, Brand wise, SKU wise
- Ensure achievement of monthly, quarterly and annual agreed Sales targets within laid down business terms for all brands
- Co-ordinate with the ethical team and increase prescriptions of different brands
- Operate Activations and BTL promotions to increase awareness and trials
- Periodic review of Internal Sales Representatives and sales man performance and feedback Daily activity report, Journey cycle report on area performance

Associate business analyst - Ampsys Consulting Pvt Ltd

May'13 – Oct'13

Key responsibilities:

- Generated the leads through cold calling
- Worked as an intermediate between business team and technical team by forwarding and solving the client complaints
- Weekly meeting with clients to understand their existing or new requirements
- Sanitary testing while daily checking on the progress of company new website designing

Corporate Sales Executive - Airtel (Off-Role)

May'11 – May'12

Key responsibilities:

- To sell the wireless products (CUG Connections, Data Cards) of Bharti Airtel
- To Meet HR & Admins of the companies set up an appointment and explain about the benefits and features of the products
- To get new clients for the organization for long term relations by providing services to them based on the clients requirements
- To work closely with corporates, IT companies, Small and Medium enterprises based on the requirements of Mobility and Data Connections needs
- Account management for existing accounts

Educational Qualification

Course	College/ University	Year	Marks (%)
PGDM (Marketing & IT)	Indus Business Academy (IBA), Bangalore	2014	6 /10 (CGPA)
B.Tech (IT)	JNTU, Kakinada	2011	63.6%
HSC	Board of Intermediate	2007	76.7%
SSC	A.P Board	2005	81%

Live Project

Consumer behavior - Big Bazaar

Feb'13 - March'13

- Analysis and gathering requirements from the customer and their preferences in buying and also analyzed the operational activities at Future Group of companies
- Solved the customer complaints and maintained the relationship with the customers
- Provided proper information about the different types of beneficial cards available in the Big bazar

Academic Projects

Sales Presentation

Nov'13 - Dec'13

- Involved in sales presentation for various companies as a service provider as a part of ITSP project
- We will get the situation of any company from professor and we need to give the solution for that problem with in the limited period time

Simulation

Aug'12-Sep'12

- An online market place having 4 types of market to operate in one can enter in particular market and sell the products
- We will get the duplicate money in this online game we need to invest that money in one of the four market and earn the profits

Extracurricular Activities / Interests

- Given Excel training to my juniors under Infin'IT Club (An IT Club of IBA)
- Worked for IT vertical in the IBA's management fest Archish'13 and also worked as IT vertical head in Archish'14
- Interested in preparing the tutorials by using Camtesia Studio and video scribe software
- Attended workshop on SAP Lumira at SAP Labs, Bangalore and got 4th prize for giving presentation on usage of SAP Lumira

Personal Details

Date of Birth : 25th July, 1990
Languages known : English(R/W/S), Telugu(R/W/S), Hindi(R/W/S), Kannada(R/S)
Material Status : Single
Personal Skills : Adaptable, Team player, Quick learner, Training, Negotiation
Technical Skills : MS Office, MS Project, SAP Lumira, HTML, SQL