

# CIRRICULAMVIATE

**NARAYANARAO.TAATTIKOTA**

**S/O PARI NAIDU**

**PADAMAYAVALLASA (VILL),**

**ARASADA (POST),**

**BALIJIPETA (MD),**

**VIZIANAGARAM (DIST).**

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## **Professional summary:**

- Result oriented professional with nearly 7+ years of experience.
- Full life cycle of marketing experience with the flexibility and ability to multi-task in number and variety of projects.
- Ability to source all level of professionals
- Proficient in working with team environment or individuals.
- Quick Learner, Self Motivated and goal oriented individual.
- Strong analytical skills, organizational and coordination skills.
- Proficient in MS-Office tools.

### **1) Professional Experience:**

Working as a Branch in-charge in 21<sup>ST</sup> CENTURY PRODUCTS from November 2016 to till now....please visit [www.21stcenturyproducts.co.in](http://www.21stcenturyproducts.co.in) .

**Designation: BRANCH IN-CHARGE**

- Ensure coordination between sales, marketing, accounts and administrative departments.
- Maintain, manage and monitor all customer related operational issues.
- Develop and execute branch sales strategies to maximize revenues.
- Ensure training to sales and marketing teams.
- Prepare financial statements for the head office.
- Monitor expenses of the branch.
- Ensure profitable results in administrating branch office.
- Develop and communicate business strategies to the branch staff.
- Maintain all relevant databases and update.
- Prepare branch budget and submit to head office.
- Assess local market conditions and identify current and prospective sales opportunities
- Network to improve the presence and reputation of the branch and company.
- Stay abreast of competing markets and provide reports on market movement and penetration.

## 2) Professional Experience:

Worked as a Sr. sales officer in BHEEMACEMENTS Private Limited from June 2012 to July 2016. Please visit [www.bheemacements.in](http://www.bheemacements.in).

**Designation:** Sr. Sales Officer

### Key Responsibilities

- Responsible for coordinating with the existing dealers of the company.
- Taking orders of the various bheema cement products from the dealer.
- Updating dealers about the change in product price and new product launch.
- Meeting the existing customers.
- Meeting the new target customers and converting them into customers.
- Solving the problem and queries of existing dealers and customers.
- Searching for new dealers.
- Giving all the details of the company to the upcoming dealers and explaining their policies for the dealership.
- Organizing events at the dealers place to attract more customers.
- Meeting dealers on a daily basis and helping them in finding customers.
- Making daily call reports and sending them to the seniors.
- Attending meetings and monthly closing at district office.

### Achievements

- I have been awarded in refresher training as the "Best sales officer of the district".
- I was the top sales person for the continuous 6 months.

### SALES & MARKETING - BUSINESS DEVELOPMENT - DISTRIBUTION

- An astute & result oriented professional with nearly 3.6 Years of exhaustive field experience in Business Development, Sales & Marketing, Product Promotion, Distribution Management & Team Management.
- Last designated with 21<sup>ST</sup> CENTURY PRODUCTS.
- Attained proficiency in expanding the business operations and sales & marketing activities in Visakhapatnam/part of Vizag Rural Areas.
- Proven skills in breaking new avenues & driving revenue growth and proactively conducting opportunity analysis by keeping abreast of market trends/competitor moves to achieve market-share metrics.
- Skills in developing relationships with key decision-makers in target organizations for revenue.

### **Educational Qualification:**

- M.B.A (Human Resource &Marketing) from jntu University, Kakinada.
- B.SC(BZC) from vidwan degree college, bobbili, vizianagaram.

### **Technical skills:**

- MS-Office, DOS
- Tally ERP.

### **MARKETING SKILLS:**

- I am a highly motivated over 7+ years of experience. I enjoy a challenge and consistently achieve high standards and exceed company targets through effectively working as a team player.
- Experience in all areas including customer service, stock control, goods in, goods out, ,training, disciplinary and staffing issues, and health and safety

### **Career Mission**

- To set the Business Operations & manage resources and achieve the goal as a Leader

### **Personal profile:**

Name: TATTIKOTA.NARAYANA RAO

Father's name: T.PARINAIDU

Material status: Married

Linguistic proficiency: English, Telugu, Hindi (Read & write).

Place:

Date:

(NARAYANARAO.T)