

# Balaji Jagannadam

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## OBJECTIVE

I am seeking a challenging position in an organization where I can learn new skills, expand my knowledge, and help the organization accomplish its ambitions.

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## PROFESSIONAL EXPERIENCE

**Amplelogic Company 08/2023 – 05/2024 | Hyderabad, India**

**Business Development Executive(On-site),**

I help business towards smooth transition into digital world. •Generating Outbound leads through email campaigns, LinkedIn marketing •Creating sales funnel through nurturing the leads by regular interval of follow ups •Digital Transformation needs to start with a viable partner, and I make sure to get every research analysis perfect towards Business goals. •Skilled in complete Business Development Activities, Client Management, International account management. •Posting content in LinkedIn for social media marketing to build a brand, drive traffic, and engage our service offerings to the customers. Sales Operations, B2B Corporate Sales, Business Planning, Business Strategy, Sales Management. •CRM : Sales Navigator

## PROJECTS

### Working capital management

Working capital management keeps your cash flowing as quickly as possible. If cash flow is considered as the lifeblood of a business then working capital management becomes the heart-this is what pumps cash around a successful business, perfectly as quickly as possible

### A study on Indian Exports

The five major exports from India are petroleum products, gems and jewellery, electronics, pharmaceutical drugs, and textiles. The main objective of this study is to provide an overview of export marketing, explain its features, and distinguish between domestic sales and international exports

## CERTIFICATIONS

MS-EXCEL (Skills Learned : formula creation like Conditional, Aggregate Functions, Data manipulation, Pivot tables pivot chart creation, Data analysis, and visualization)

MS-word, Tallyerp9 : MS Word enables users to do write-ups, create documents, resumes, contracts, etc. This is one of the most commonly used programs under the Office suite. Tally.ERP 9 is one of the most popular accounting software used in India. It is complete enterprise software for small & medium enterprises. Tally.ERP 9 is a perfect business management solution and GST software with an ideal combination of function, control, and inbuilt customisability

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## EDUCATION & CERTIFICATIONS

**Data Analysis Course, Innomatics Research Labs**

09/2022 – 04/2023 | Hyderabad, India

**Post Graduate in Master of Business Administration MBA(Finance & Hr)**

, Priya Darshini Engineering college Guntur 06/2019 – 11/2021 | Guntur, India

**Bachelor's Degree in Commerce**

Hindu college Guntur 06/2016 – 05/2019 | Guntur, India .

**Board of Intermediate Education**

A.P, Master Minds Junior college 06/2014 – 05/2016 | Guntur, India

**Board of secondary Education, Oxford IIT school**

Guntur 06/2013 – 05/2014 | Guntur, India

## EXTRACURRICULAR ACTIVITIES

Playing sports, Listening music

## LANGUAGES

English , Telugu

## SKILLS

MySQL MS-office, Tally ERP9, Typing Accounts Finance Research, Statistics, Lead Generation ,Social Media Marketing ,Sales Navigator - CRM Email Campaign