<!DOCTYPE html>

<html lang="en">

<head>

<meta charset="UTF-8">

<meta name="viewport" content="width=device-width, initial-scale=1.0">

<title>Pavan Kumar Varkolu, PMP® - Professional Profile</title>

<style>

body {

font-family: Arial, sans-serif;

margin: 0;

padding: 0;

background-color: #f4f4f4;

}

header {

background-color: #333;

color: #fff;

padding: 10px 0;

text-align: center;

}

header h1 {

margin: 0;

font-size: 2em;

}

nav {

text-align: center;

padding: 10px;

}

nav a {

margin: 0 15px;

text-decoration: none;

color: #333;

}

section {

width: 80%;

margin: 20px auto;

background-color: #fff;

padding: 20px;

box-shadow: 0 0 10px rgba(0, 0, 0, 0.1);

}

h2 {

color: #333;

border-bottom: 2px solid #f4f4f4;

padding-bottom: 10px;

margin-bottom: 20px;

}

p {

line-height: 1.6;

}

footer {

background-color: #333;

color: #fff;

text-align: center;

padding: 10px 0;

margin-top: 20px;

}

</style>

</head>

<body>

<header>

<h1>Pavan Kumar Varkolu, PMP®</h1>

<p>Versatile Techno-Commercial Certified Project Management Professional</p>

</header>

<nav>

<a href="#about">About Me</a>

<a href="#experience">Experience</a>

<a href="#skills">Skills</a>

<a href="#education">Education</a>

<a href="#contact">Contact</a>

</nav>

<section id="about">

<h2>About Me</h2>

<p>With over 18 years of experience in managing and delivering complex projects across various industries in domestic and international markets, I am a certified Project Management Professional (PMP®) with a proven track record of driving innovation, efficiency, and growth. Currently, I am exploring new job opportunities to leverage my expertise in business development, project management, and team leadership.</p>

</section>

<section id="experience">

<h2>Professional Experience</h2>

<h3>Business Head - Manufacturing Sales</h3>

<p><strong>HBL Power Systems Ltd | Oct 2018 - Oct 2023</strong></p>

<ul>

<li>Directed high-stakes projects in Industrial and Defense Electronics, optimizing operations and sales processes.</li>

<li>Managed projects with annual revenue exceeding $7 million USD, achieving double-digit EBITDA growth.</li>

<li>Surpassed annual budget goals by 15% through targeted initiatives.</li>

<li>Improved delivery times by 20% and reduced production costs by 10%.</li>

</ul>

<h3>Techno-Commercial Sales Manager</h3>

<p><strong>ZFL\_Services (Emmyson Group) | Apr 2011 - June 2018</strong></p>

<ul>

<li>Led multiple projects to support the import and sale of European manufacturing equipment across West Africa.</li>

<li>Grew the business unit from inception to a $3 million USD turnover within five years.</li>

</ul>

<!-- Add more positions as needed -->

</section>

<section id="skills">

<h2>Core Skills</h2>

<ul>

<li>Project Planning & Execution</li>

<li>Risk Management</li>

<li>Stakeholder Communication</li>

<li>Budget Management</li>

<li>Business Development</li>

<li>Process Optimization</li>

<li>Team Leadership</li>

<li>Cross-Functional Collaboration</li>

</ul>

</section>

<section id="education">

<h2>Education & Certifications</h2>

<ul>

<li><strong>Project Management Professional (PMP)®</strong> - Project Management Institute, 2024</li>

<li><strong>Master’s Program in Business Analysis</strong> - SimpliLearn, 2024</li>

<li><strong>Bachelor of Technology (Mechanical Engineering)</strong> - Jawaharlal Nehru Technological University, Hyderabad, 2001</li>

</ul>

</section>

<section id="contact">

<h2>Contact Information</h2>

<p><strong>Email:</strong> <a href="mailto:v\_pavankumar@yahoo.com">v\_pavankumar@yahoo.com</a></p>

<p><strong>Mobile:</strong> +91 98491 56437</p>

<p><strong>LinkedIn:</strong> <a href="https://www.linkedin.com/in/pavankumarvarkolu/" target="\_blank">Pavan Kumar Varkolu</a></p>

</section>

<footer>

<p>&copy; 2024 Pavan Kumar Varkolu. All rights reserved.</p>

</footer>

</body>

</html>