

Vinay Kumar Yerraguntla

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Career Objective:

Seeking a position with dynamic organization where I can learn as well as contribute to the growth of an organization with my skills. To lead a challenging career and to work in an organization, where I can contribute my knowledge and skill for growth of the organization, which gives an opportunity for better learning and excellence in the latest technology.

Experience: (November 2017-Till now)

Name of the Organization: **Vrnda Software Technologies**

Designation: **Senior Business Development Manager**

Duration: **August - 2023 to Till Date**

Name of the Organization: **Modern Agile Technologies**

Designation: **Business Development Manager**

Duration: **August - 2022 to August – 2023**

Name of the Organization: **Funnl (MovingDneedle)**

Designation: **Team Leader of Business Development, Sales Analysis, Lead Generation.**

Duration: **Feb - 2019 to July – 2022**

Name of the Organization: **EmedEvents**

Designation: **Management Executive**

Duration: **2017 March to December - 2018**

Roles and Responsibilities:

- Clear and open communication is vital in building and maintaining a strong client relationship. Listen attentively, understand their needs, and respond promptly and effectively.
- Take the time to understand your client's goals, challenges, and expectations. Tailor your approach to align with their specific needs and objectives.
- Demonstrate reliability, integrity, and competence in your interactions with clients. Keep promises and deliver high-quality work consistently to build trust and credibility.
- Business to Business Sales Lead Generation Market Research and Email Marketing
- Gathering information from the clients and making the given projects successfully. Create the listing, Data base and sending mail with unlimited access through outlook.
- Stay engaged with our clients by following up on completed projects or ongoing initiatives.
- Scheduling and meeting the call between client and prospect by rising the calendar invite
- Creating the clear content for understanding the product or service to generate leads
- Lead Generation for all verticals through – Email for introduction about Company, Service portfolio& setting up Sales/BD meeting with the companies to assist the Sales/BD team by identifying prospects from databases.
- Handle different methods of prospecting e.g., email campaigns. And collect the required information from prospects.
- Manage, maintain and updating the mail responses in database and regular follow up withthe prospects. Managing sales reports and documents.
- Extensive market research experience in healthcare, e-commerce, retail, advertising, media, BFSI and ISV verticals.
- Reporting to SBU Manager, CEO, Sales and working with him in closing deals.
- Extensive research on US, Canada, UK, Australia and Europe market and verticals.
- Managing and coordinating clients and prospects, Identify potential customers based on the LQP.

- Daily Monitoring and supervising my team, Conducting Monthly Performances of team review.
- Providing the Development of Knowledge and Skills of Campaigns and motive to achieve their Goals, Delegating the Task of Team Members.

Competencies:

- ✓ **Research Analysis:** Elicit the requirements, prioritize summarize and document those into Business requirement document.
- ✓ **Searching:** Getting data through different websites like LinkedIn, Data.com, Zoom info etc...
- ✓ **Process Management:** Based on specific industry and roles, targeting to contacts for appropriate leads by sending the right point of contacts.
- ✓ **Analysis:** Analysis of industry and country specific data by category roles of company.

Technical Skills:

My experience encompasses the adept handling of novel databases and social networking platforms including LinkedIn, Inside View, Owler, Hoovers, Zoom Info, and Google. I am a skilled user of MS Word, MS Excel, MS Outlook, and Customer Relationship Management Databases.

Achievements:

- ❖ Received Outstanding Performance Award in the year 2022.
- ❖ Received Best Performance Award in the year 2021
- ❖ Received High Lead Generating Award in the year 2020
- ❖ Received appreciation from multiple clients.

Educational Qualification:

- ✓ Post-Graduation MBA(Marketing & Finance) 2017 from Geetanjilli institute of technology and management with an aggregate of 7.5 CGPA
- ✓ B.com (Computers) 2015 from vivekandha degree college with 7.4 CGPA
- ✓ 10+2 in CEC (2012) from board of Andhra Pradesh with 762 marks.
- ✓ SSC (2008) from board of Andhra Pradesh with 7.3 CGPA

Strengths:

- Adapt to new situations, tasks, or environments quickly and with a positive attitude.
- Ability to work well with others, contribute to a team, and collaborate toward achieving goals.
- Efficiently managing tasks, setting priorities, and meeting deadlines to optimize results.
- Ability to handle pressure, bounce back from setbacks, and maintain composure in challenging situations.
- Thoroughness and precision in work, minimizing errors and ensuring high-quality output.

Personal Profile:

Date of birth	: 09-10-1992
Nationality	: Indian
Father's Name	: Y. Immanuel (Late)
Mother's Name	: Y. Krishna Kamari
Languages Known	: Telugu, English and Hindi
Hobbies	: Playing Cricket
Address	: 6-188, 2 ND Cross Road, Brundhavanam Gardens, Mypadu Road, Spsr Nellore, 524002.

Declaration:

I hereby declare that the given information is true to the best of my knowledge and belief.

Place: Hyderabad

(Vinay Kumar. Y)

