

Rakesh Yadav

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Objective:

Highly accomplished professional with diverse experience poised to utilize solid background in business activities to excel as a business consulting/development associate. Proven ability to improve sales strategies and meet monthly targets.

Proficient In:

- ✓ Written and Oral Communication
- ✓ Business Development and Sales Management
- ✓ Research and Marketing strategies for new business development
- ✓ Team Handling
- ✓ Tender Tracking & Proposal writing
- ✓ Goal Oriented

Professional Experience:

Somany Ceramics Limited

Role: Area Sales Manager- Telangana and Andhra Pradesh

Duration: 2023 October – Present

- Managing existing dealers, Appointing and Developing new dealer in Territory.
- Approaching Government bodies like CPWD, MES, R & B and other government institutes for tiles approval.
- Regular follow up with Projects, architects and builders.
- Identify new opportunities for conversion; convert the identified opportunities into revenue generating business.
- Gather information from market on competition's activity & market mapping to gather competition's price information, analysis & steps for market share upgrade.
- Drive collections aggressively and exploit the business potential to the maximum.
- Coordinating with operational team on dispatch of vehicle and monitored the arrival.
- Willingness to work a flexible travel and work schedule

Aparna Enterprises Limited

Role: Assistant Manager- Sales (Vitero Tiles)

Duration: 2020 December – 2023 October

- Managing existing dealers, Appointing and Developing new dealer in Territory
- Drive and monitor dealer performance on metrics of sales, on-time delivery, query resolution
- Regular follow up with Projects, architects and builders.
- Identify new opportunities for conversion; convert the identified opportunities into revenue generating business.
- Gather information from market on competition's activity & market mapping to gather competition's price information, analysis & steps for market share upgrade.

- Drive collections aggressively and exploit the business potential to the maximum.

ACC Limited – ACC Concrete

Role: Sr. Executive - Sales

Duration: 2019 June – 2020 November

- Identifying prospective clients by visiting to construction projects and generating business from the existing clients.
- Providing mix design to the customers.
- Finalize deal and insuring proper delivery & payment collection.
- Assume and perform other duties and responsibilities not specifically outlined herein, but which are logically and properly inherent to the position
- Achieving sales targets and collections on monthly bases.
- Monitors competitors activities and assists in marketing intelligence
- Develop strong and strategic relationships with middle and senior management contacts in procurement, operational, engineers/architect and constructions developers & Builders

Karvy Data Management Services Limited

Role: Business Development Executive

Duration: 2016 November – 2019 January

- Visiting sites to identify a tender documents (RFP, RFQ, RFI & Empanelment)
- Detail studying of tender document data sheets & specifications, carrying out feasibility study.
- Position responses to RFPs to favorably promote products/services to customers
- Preparation of Estimation costing.
- Documentation review with Business Head

Handling Other/Special tasks given by Management time to time.

- Support of business development with lead generation as well as client proposals and presentations
- Research client business goals and objectives to offer appropriate solutions
- Analyzing data from a variety of sources in order to provide business insights.
- Collecting intelligence and information with regard to the business advice activity.

NY Web Solutions, Hyderabad, India

Role: Business Manager

Duration: 2013 May – 2016 November.

- Responsible for the contribution to the smooth running of a business, leading a team in a positive manner.
- Exceptional experience in bidding online
- Negotiated prices and service agreements.
- Responsible for the contribution to the smooth running of a business, leading a team in a positive manner.
- Responsible for reporting to the Managing Director about the progress.
- Contacted new and existing clients to discuss on website development, Digital Marketing and manpower outsourcing.
- Develops and executes on a plan to grow revenue of assigned accounts.

Educational Profile:

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| Graduation from Loyola Academy Specialization in BA computer application | 2008 - 2011 |
| PGDM from Holy Mary Business School specialization in Marketing | 2011 - 2013 |

(Rakesh Yadav)