

P VARUN SIDDHARTHA

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CAREER OBJECTIVE:

To catch a challenging job where I can implement all my skills, learn new ideas, provide a nice work environment among my team members and contribute effectively for the growth of the organization, which in turn is my growth.

EDUCATION:

- B.tech (CSE) from JNTU , India, 2009

WORK EXPERIENCE:

Sr.Associate in StanzaLiving

Oct 2021- Aug 2023

Responsible for managing the sales process and communicating with customers from initial contact through closer of the transaction. Identify and follow up with potential customer regarding services and commercial educate the customer with there requirement

- Develop a strategy the team will use to reach its goal.
- Provide required training that a team member need .
- Communicate clear instruction to the team members.
- B2B and B2C sale to acquiring new clients to closing the account .
- Create reports to update the company on the teams progress.
- Distribute reports to appropriate personals .

Consultant in 360 Realtors LLP

July 2020- Sep 2021

Responsible for managing the entire sales process and communicating with buyer from initial contact through closure of the transaction. Identify and follow up with potential buyers regarding project highlights, incentives and grab the deals. Educate buyers on home specifications and building techniques.

- My contribution is to promote and sell the products.
- Working closely with the execution team in presenting good quality of work.
- Team coordination and new ideas to achieve the target

Sales Manager in Bricks and Milestones**April 2019 – May 2020**

Responsible for managing the entire sales process and communicating with buyer for initial contact through close of escrow. Followed up with potential buyers regarding builder incentive and new communication. Educate buyers on home specification and Our Building techniques

- My contribution is to promote and sale the products.
- Working closely with the execution team and presenting the Quality of work.
- Display standard and proper demo of the overall visual displays effort. bring us to represent this product.
- Team coordination and new ideas bring us to achieve the target

Sr Key Account Manager in Quikr India Pvt Ltd(Hyderabad) June 2015 – March 2019

Responsible for representing the company's brand and maintaining long term relationships with New and exciting accounts in a competitive market place.

- Gaining long term service commitments from assigned accounts.
- Achieving business plan targets whilst maximizing profits at the desired margin.
- Developing client relationships at a senior and technical level.
- Prioritizing a highly varied workload.
- Planning and developing be spoke sales strategies.
- Acting as the link between the customer and the company.
- Utilizing marketing resources to drive account retention and growth

Key Account Manager in Regrow Biosciences Pvt Ltd**Jan 2012 – March 2015**

Responsible for representing the company's brand on Stem Cell (Cord Blood Cell) and maintaining long term relationships with New and exciting accounts in a competitive market place.

- Gaining long term service commitments from assigned accounts.
- Achieving business plan targets whilst maximizing profits at the desired margin.
- Developing client relationships at a senior level.
- Prioritizing a highly varied workload.
- Planning and developing be spoke sales strategies.
- Acting as the link between the customer and the company..

PROFESSIONAL HIGHLIGHTS:

- Maintained track record of on time with zero misses. .
- Delivered the right output in time without failure.

COMPUTER EDUCATION:

- Uni-Design.
- MS –OFFICE, MS –WORD, MS-POWERPOINT.
- PRESENT OPERATING SYSTEMS

EXTRA-CURRICULAR ACTIVITIES:

- Actively participated and won various competitions like Essay writing, Quizzes etc.
- Active participation in all kinds of sports like Carroms, Chess, Cricket etc.
- Part of a team working for creation of new ideas.
- Contributed to various team and organizational activities through active participations, event-management and giving suggestions.

PERSONAL DETAILS:

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| ▪ Date of Birth | : | 04-10-1986 |
| ▪ Language Known | : | Telugu, Hindi, English |
| ▪ Permanent Address | : | Flatno-304,Plotno-17,Shivalaya Apt,Huda
Complex,Saroornagar,Hydrabad-500035 |
| ▪ Matrilal Status | : | UnMarried |