

Kiran Kumar Thummanepally

Manager-Sales & Marketing,
tkirankumar2709@gmail.com, +91 9014746109

Work Experience

Manager-Sales and Marketing,
Sharvani Ventures and Avenues Pvt Ltd- Hyderabad.
(Gated Community, Sree Hemadurga Paradise),
January 2022 to Till date.

Responsibilities:

- Apartment sales of the gated community
- Marketing, Promotions, Follow up for Customer Site Visits,
- Negotiations, Follow ups for Sales Bookings, Sales Agreements,
- Team Management. Reports Generation.

Accomplishments:

- Achieved more growth in sales.

Business Development Manager
ORANGE & GREEN INTERIORS PVT LTD-Hyderabad.
(Interior fit out sales)
November 2020 to December 2021.

Responsibilities:

- Lead Generation, Promotions, Customer Requirement Survey,
- Quotation, Follow ups for work Orders and
- Coordination with Project Execution team.

Accomplishments:

- Generated more leads • Sold to new customers,
- Promoted company services to new market areas.

Manager-Operations and Relations
PVP Ventures Pvt Ltd, Hyd.
(Private Locker Rental Facility)
November 2018 to October 2020

Responsibilities:

- Customer Locker access management, House keeping,
- Customer enrollment, Reports Generation

Accomplishments:

- Implemented effective client service, Done more customers enrollments,
- Achieved efficient Manpower Management

Manager - sales and marketing
EMUG FOOD INDUSTRIES PVT LTD

(Manufacturing of Ice creams)

February 2014 to November 2018

Responsibilities:

- Marketing and sales functions, Distributors appointment,
- Channel sales management, Brand management and advertising,
- Sales force management, Sales Reporting
- Asset Management, Vendors management.

Accomplishments:

- Developed best branding and outdoor advertisement
- Designed and Developed associated new business concepts.
- Performed consumer market research and product development.

Business Executive
INFRES METHODEX LTD,

(Sales of Office Automation Equipment).

March 2005 to February 2014

Responsibilities:

- Managed independent sales functions, Business Development.
- Key accounts management and Corporate sales management,

Accomplishments:

- Introduced Key accounts to increase high growth levels in sales.
- Consistently performed with sales growth for the entire period of working.
- Achieved highest sales in different product categories within the organization Senior

Senior Marketing Executive
UNICOM INFOTEL PVT LTD,
(Sales of Office Automation Equipment)
March 2001 to March 2005

Responsibilities:

- Sales visits to Customers, Lead generation,
- Order Follow ups and closings,

Accomplishments:

- Awarded in annual sales meets for best field work.
- Achieved maximum sales targets,
- Developed Several Key accounts to increase sales.

Education

MBA

KAKATIYA University - Warangal, Telangana

BA in Sociology, political Science and Public

OSMANIA University - Hyderabad, Telangana

1996

Diploma in Electrical and Electronics Engineering

State Board of Technical Education

1990

S.S.C in State

Board of Secondary Education

Skills

- SALES & MARKETING(20 years)
- OPERATIONS (2years)
- Market Research, Marketing Strategies,
- Channel and Distribution Management.
- Branding, BTL activity,
- Advertising and Publicity management.
- Asset Management. •Sales force Management.
- Report Generation of Sales and marketing.

Technical Skills

Software: MS Office (Word, Access, Excel, PowerPoint).

Currant CTC : Rs. 5,40,000/-

Expected CTC: Rs. 7,20,000/-

