Curriculum Vitae

A.VENKATA RAMA RAO

SHARADA NAGAR

VANASTHALIPURAM Mobile no: +91 7095813549

HYDERABAD-500070. Email Id: [vram3866@gmail.com](mailto:vram3866@gmail.com)

CAREER OBJECTIVE

Quest to work in an environment where I can prove my skills and work hard for the development for self and organization

ACADEMIC PROFILE:

* M.Com(Osamania)

CAREER PROFILE

* Having experience in **SALES,MARKETING,ADMINISTRATION with FINANCE** at abroad and in India over 28 years **(African countries(Uganda, Kenya ,Cameroon and Ethiopia)**
* Possess strong analytical and problem solving Managerial Skills, with the ability to make well thought out decisions. Highly trustworthy, discreet and ethical. Resourceful in the completion of projects, effective at multi-tasking

**STRENGTHS & SKILLS:**

* Dedicated to working institutions.
* Self- confidence and Public Speaking Ability.
* Self-Motivation.

**TECHINICAL SKILLS:**

* MS-Office AND COMPUTER APPLICATIONS
* Internet APPLICATIONS
* ACCOUNTING PACKAGES (TALLY,PEACH TREE)

**LANGUAGES KNOWN:**

ENGLISH, HINDI, TELUGU AND KANNADA

* **Job profile:**
* **Presently Self Employed and involving in Marketing &Sales operations of FMCG and Concept marketing.**
* **MAPPLE DISTILLERIES PLC, ETHIOPIA (2021 -2022**) Worked **as Commercial Manager** Handled Sales/Marketing/Admin operations.
  + Effectively Handled **Company Business Operations in Marketing and Admin**.
  + Identifying Agents
  + Promoting Brand and Products
  + Orders generating
  + Overseeing production for dispatches
  + Cash and credit recoveries
  + Managing effectively Marketing team consists of National Manager and Regional Managers and Sales team
  + Preparing Monthly MIS and REPORTS
* **Self employed by trading of FMCG and Industrial products** in South India **(2019 to 2021)**
* **SAMMAKKA STONES PLC, ETHIOPIA(2015-2019)** **General Manager** handling Country operations and Played key role **handling MARKETING,SALES , ADMINISTARTION** AND  **FINANCE** of Mines and Factory Operations, Man Management and Interacting Government agencies.
* **Strogen industries limited, Kampala, Uganda (2012-2015)** Worked **as MANAGER**, Handling **SALES,BUSINESS DEVELOPMENT,ADMIN Operations** in the Company produces products like Water and beverage, Controlling Plant Operations like Production, Supply, Sales Operations, Man power Management all Liaison activities.
* **Amuva industries, Duala, Cameroon: (2010-2012)** Worked as **MANAGER (SALES**, **ADMIN)** in Liquor Factory **Looking after PRODUCTION, SUPPLY, SALES, FACTORY MANAGEMENT.**
* **Milicon Industries limited: Basically Construction Company (2009-2010)** worked as **Project in Charge** handling **Construction Activities, Labor Management and Finance Handling.**
* **Visu International limited (2008-2009)** Worked **as Admin&Marketing Manager** in Delhi and Bangalore **Marketing Global education and Branch Courses training operations**.
* **Strogen Industries limited Kampala, Uganda (2006-2008):** Worked as **Operations In charge** handling **Company OPERATIONS Admin, Accounts, Business development.**
* **CO-Options Technologies Limited** (**2005-2006)** Worked as **Admin Manager** Involving **Admin activities, Human resource management and Facilities’ management**.
* **CMC authorized Training Centre Hyderabad.(1998-2005)** worked as **Centre Manger** for Hyderabad **Handled Marketing ,Importing Computer education, Training Branch Operations**.
* **Informatics Computer Systems, Delhi: (1993-1998)** Worked as **Branch Executive Importing computer education and training and branch management.**

**DECLERATION:**

I hereby declare that all the above furnished details are true and authentic. I request you to kindly consider my candidature and give me an opportunity to serve at your esteemed organization.

# Date:

# Place: A.VENKATA RAMA RAO

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