

Y DHARMA RAO

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CARRER OBJECTIVE

To Associate myself with an organization where there is an opportunity to contribute and update my knowledge in the field of software and strive hard for organizational and personal growth.

WORK EXPERIENCE

Company Name	Job Role	Address	Duration	Work Type
KAUTECH IT CONSULTING	Business Development Executive	Banjara Hills, Hyderabad	Mar 2023-Jul 2023	Internship
KEY RESPONSIBILITIES: <ul style="list-style-type: none">Managing Inbound and Outbound Calls.Collaborated with teammates to develop advertising collateral and sales presentation.Attended client meetings and presented company products and services to pitch sale.Developed knowledge of company products and services to make suggestions according to client needs.Research on opportunities and Target B2B companies for the organization to increase sales.				

ACADEMICS

Qualification	Institution	University/Board	Course Duration	CGPA/SCORE
B.Com(Computer Applications)	Icreate Degree College, Kukatpally	Osmania University, Hyderabad, TS	2020-2023	8.49
Intermediate(MPC)	Narayana IIT Academy, Madeenaguda	Board of Intermediate Education, TS	2018-2020	743
SSC(10th)	Sharada High School, Isnapur	Board of Secondary Education, TS	2017-2018	9.3

PROJECT DETAILS

<u>Major Project</u>	:	IMPACT OF COVID-19 ON INDIAN TOURISM. It will be helpful in providing valuable insights into how the pandemic has affected the travel patterns, economy, and society. It could help in identifying challenges, changes in tourist behaviour, and potential strategies in tourist behaviour, and potential strategies for recovery in the tourism industry.
<u>Internship Project</u>	:	AUTHENTIC RESEARCH ON CAR RENTAL AND CAR HIRE COMPANIES IN HYDERABAD It is helpful in understanding the types of rental agencies present in Hyderabad and how a SAAS B2B companies can be driven towards the opportunities in this Market type.

CERTIFICATIONS

- INTERNSHIP COMPLETION CERTIFICATION FROM KAUTECH IT CONSULTING
- ACADEMIC TOPPER CERTIFICATION FROM ICREATE DEGREE COLLEGE
- ONLINE WORKSHOP CERTIFICATION ON HUMAN RESOURCE SKILLS FROM TAREEQA GLOBAL SOLUTIONS.

TECHNICAL SKILLS

- Tally ERP 9
- Google sheets
- Ms office > Ms power point > Ms Excel
- Digital marketing and Google analytics
- Canva designing application

SOFT SKILLS

- Excellent communication skills
- Creative thinking
- Teamwork
- Leadership
- Problem-solving
- Time management

STRENGTHS

- Willing to learn, short learning curve for new assignments.
- Hardworking, commitment towards work, positive thinking and decision making.
- Developing Relevant skills everywhere to excel in that field.

PERSONAL INFORMATION

Name	Y Dharma Rao
Date of Birth	04/02/2003
Father Name	Y Appala Naidu
Mother Name	Y Subhasini
Languages Known	English, Telugu, Hindi
Hobbies	Playing E-sports (Multiplayer) Watching News (Tech)
Nationality	Indian
Address	Isnapur, Patancheru, Sangareddy, Telangana, 502300

Declaration

I hereby declare that the above provided information is true and best of my knowledge and belief.

Place: Hyderabad

(Y. DharmaRao)