

Alliance Orchid Springs,  
Flat No. 416, Hibiscus,  
54, Water Canal Road,  
Korattur, Chennai – 600080.  
E-Mail: jgangaraju@gmail.com  
Mob: 9790983215.

**JANARDHANA RAJU GANGARAJU**

---

**CAREER OBJECTIVE:**

To play an active role in a highly professional and challenging environment that provides opportunity to apply my skills and be part of a team, that works dynamically towards the growth of the organization.

**WORK EXPERIENCE:**

**Work Experience: 1**

Name of the Organisation : Arun Excelllo Constructions Pvt Ltd  
Position Held : Sr. Manager – Sales & Cp.  
Duration : From 07-10-2022 to Present

**Job Profile:**

- Handling 5 projects in Chennai, responsible for over all sales.
- Training, motivating & monitoring the team to achieve the targets.
- Daily updates with CRM, MIS and Accounts dept, regarding the client login and loan process.
- Weekly meeting with the marketing, admin & directors, for sales target reviews, suggesting the marketing requirements for the project specific.
- Lead quality analysis done in Sell.do with pre-sales & sales teams, for effective site visits.
- Handled sales of commercial projects and residential land parcels.
- Handled team of 25, sales executives, Sr. sales executives, Asst manager's & managers.
- Reporting to director on daily basis, regarding the progress of leads, site visits, bookings & collections.
- Handling Channel Sales, new sign up's and leads log in flow, updating the project details and slab wise brokerage and pay outs.
- Organizing Channel Partner meetings at office and hotel venues, presentations done about the new launches and offers. Recognitions done for the achievers, in sales and consistent performance.
- Monthly management meetings are attended to discuss in detail about monthly and quarterly targets and budgets.
- Rental assistance for investors, coordinating with rental team.

### **Work Experience: 2**

Name of the Organisation : Bhoomi and Buildings Pvt Ltd  
Position Held : Marketing Head  
Duration : From 03-05-2017 to 31-08-2022

#### **Job Profile:**

- Promoting Residential / Commercial projects and layouts, with in prime areas of Chennai City and ECR & OMR locations.
- Handling team of 12 executives & 2 Assist Managers both in sales and rentals to achieve the quarterly booking targets and payment collections.
- Responsible for brochures, advertisement both in newspaper & Online media, actively participated in exhibition – stall activities and in the Award function – TOI 2017 at ITC Grand Chola.
- Closely working with Channel Partners, Mediators & brokers for sales & Rental deals. Updating the team with new upcoming projects and the commissions paid.
- Generating leads through digital marketing ( All leading portals ) and social media (Facebook, twitter & Instagram etc..)
- Coordinating the pre-sales and the post sales of the customers till the registration and handing over the documents and keys for the completed projects.
- Conducts regular sales team meetings and verification of weekly reports for better evaluation of prospects.
- Preparation of LOI and Lease Deed for the commercial tenants for signing and confirmation of lease agreements.
- Back light Hoarding, flex banners done at all the projects and for branding at Besant Nagar Beach area signage's for Chennai Traffic Police slogans are done.
- Actively participated in CSR activity in Green Plantation programme at Adyar.

### **Work Experience: 3**

Name of the Organization : Indu Housing Development (Chennai) Pvt Ltd  
Position Held : Marketing Manager  
Duration : From 25-06-2014 to 30-04-2017

#### **Job Profile:**

- Promoting the High end Residential projects at Velachery, Thiruvannamiyur & Besant Nagar budget beyond 1 Crore.
- Handled projects at Madipakkam , Pallikarnai and many other projects with in Chennai city limits.
- Identifying the prospect clients through discussions, elevating the source of income and loan eligibility to complete the booking process.
- Handling Advertisements through all media – online, paper ads, stall activities and participation in the promotional events etc.
- Training & Motivating the team to handle the sales process and updating the project details, to make sure the communication is clear with the clients.

- Achieving the set sales targets and collections for the month and submitting the sales & collections reports.
- Coordinating with accounts, documentation, bankers, customer site visits and clients registration etc.
- Generating the leads week on week and assigning to team for further follow up & sales closure and also to check the performance of the team.
- Market analysis of Chennai Real estate trends and identification of suitable locations for upcoming projects.

#### **Work Experience: 4**

Name of the Organization : Neelus Bros – Channel Partner  
 Position Held : Sales Manager  
 Duration : From 08-12-2010 to 31-05-2014.

#### **Job Profile:**

- Promoted the Unitech Uniworld at Kandigai, sold 120 units of 2bhk, 3bhk & plots.
- Promoted KG Signature City flats at Maduravoyal.
- Promoted flats & plots at Annanagar, Manivakkam, Vanagaram, Guduvancheri, Sriperambudur & Thiruvallur.

#### **Work Experience: 5**

Name of the Organization : Callidai Motor Works  
 Position Held : Business Development Manager.  
 Duration : From 16-04-2008 to 30-11-2010.

#### **Job Profile:**

- Maintain and develop new business relationships with customers to promote and sell Material Handling Equipments & Mobility Products.
- Demonstrate products and make recommendations to meet the business needs of the customers.
- Responsible for the dealer management to effectively accomplish sales goals and meet customer satisfaction.
- Industrial Visits – Presentations, Demonstrations, follow up, Order taking, raising the Invoice, Dispatch and Payment Collections are to be Co-ordinated.
- Managing the life cycle of purchase of various customers in material handling equipments.
- Responding to the Tenders and requests for information in a timely manner, till the completion of Order with Installation.
- Promotional activities to be handled for the mobility related products & material handling equipment.
- Manage the Team of Marketing Executives by scheduling their duties, responsibilities and measuring individual performance.

**Work Experience: 6**

Name of the organization : Brahmaputra hybrid seeds pvt ltd.  
Position Held : Marketing executive.  
Duration : ( 21-06-2004 to 13-05-2006 )

**Job Profile :**

- Sales promotion & Brand establishment.
- The role is to engage in synthesizing sales information and marketing campaigns to provide organizational health for the regions.
- New product research & development.
- Planning, handling, analyzing market research and maintaining public relations.
- To develop and implementing strategy for the organization.

**Experience: 7**

Name of the Organization : Venkateswara Fruit Agency  
Position Held : Business Partner  
Duration : (05-11-1997 to 14-03-2001)

**Job Profile:**

- Identifying the Potential Customers & Suppliers with genuine background And track record.
- Exploring the marketing opportunities for expansion and sales turnover.
- Extensive traveling all over India to identify the demand for the particular Variety of the products and to tap the market.
- Handling the key customers & suppliers accounts and insist credit limitation to defaulters.
- Personnel involvement in annual accounts verifications.

**EDUCATIONAL QUALIFICATIONS:****Professional:**

Degree	Year of passing	Institute/University	Percentage
MBA(Marketing and Finance)	2006 - 2008	IIPM (Chennai).	71.3%
BBM	2001 - 2004	S.V. University	56%

**Academic:**

Degree	Year of passing	Institute/University	Percentage
Intermediate	1993 - 1995	Rathnam Residential college, S.V. University	70%
ICSE (10 <sup>th</sup> )	1992 - 1993	Simhapuri Public School, S.V. University	55%

**ADDITIONAL INFORMATION:**

- International English Language Testing Services (IELTS) July 10<sup>th</sup> 2004.
- Co-ordinator for Great Indian Dream Fondation at IIPM.
- Awarded a certificate from All India Library Association For Quiz.
- Done PGDHRM course from SISI, Govt of India.
- International exposure, done global opportunity & threat analysis program at London.
- Industrial visit to Heritage dairy, Hundai, Nutrine, mysore sandal, Cothas coffee, Lanco, Amar raja, Jindal steel, Vizag steel plant & few textile industries.

**HOBBIES AND INTEREST:**

- Reading Positive Mental Attitude Books,
- Traveling
- Playing In- Door Games.

**LINGUIST PROFICIENCY:**

English, Tamil, Hindi, Telugu and Malayalam.

**PERSONAL DETAILS :**

Date of Birth :	13 -08 -1978	Father's Name :	Late G. Venketrama Raju
Gender :	Male	Nationality :	Indian
Marital Status :	Married	Languages Known	English, Tamil, Telugu, Hindi and Malayalam.

**Declaration:**

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

Date :  
Place : Chennai

Janardhana Raju . G  
(Signature)