Resume



K.Vikram

E-mail:konda.vikram@gmail.com

Mobile: +91-8519960720/7997977770

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**Objective:**

To work in a competitive environment and to give excellent performance in whatever jobs assigned.

**Qualifications:**

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| --- | --- | --- | --- | --- |
| Course | Board/University | School/College | Year | Results |
| B.Sc.  Intermediate  SSC | Kakatiya University  Board of Intermediate Andhra Pradesh  Board of Secondary Education | S.K.N.R Degree College  Shanti Junior college  Chaitanya Bharati Vidyaniketan | 2003-2007  2001-2003  2000-2001 | Second class  First class  Distinction |

**Experience:**

* Worked as a sales executive in Choice Marketing Company from Jul’2010 to Aug’2011.
* Worked as a sales executive in Choice Marketing Company from Oct’2011 to Nov’2013.
* Worked as Sales Executive in Choice Marketing Company from 16th June’2014 to 15th Sep’2016
* Worked as a Business Development Manager in Eurotech Design Systems Pvt ltd from 18th sep’2016 to Feb’2017.
* Worked as a Business Development Manager in BR Retail India Pvt Ltd since July’2017 to March'2018.
* Working as a Free Lancer since April'2018 in Office furniture manufacturing Industry,Residential & Commercial Industry.

**Job Profile:**

* Marketing & Key Account Management
* Designing and implementing marketing plans for the business volume by enhancing brand visibility
* Driving sales initiatives to achieve business goals and conducting competitor analysis to track the market trends
* Business Development
* Developing new clients and negotiating with them for securing profitable business
* Identifying prospect customers by various sources.
* Interacting with Architects, Interior Designers,PMC’s.
* Follow up with the leads and existing clients.
* Key responsibility is from submitting estimation till the handover of the project.

**Skills:**

* Account Management
* Brand Management
* Strategic Marketing
* Contract Negotiation
* Integrated Marketing
* Staff Management

**Personal Profile:**

**Name** : K.Vikram

**Father’s Name** : Kishan

**Date of Birth** : 01-06-1986

**Permanent Address** : H.no:9-212

Gampalwada Street,

Dharmapuri,

Karimnagar District- 505425

Andhra Pradesh,India.

**Present Address** :H-no:10-135/4

PVN Colony

Near St.Anns School

Malkajgiri

Ranga Reddy District-50047

Andhra Pradesh,India.

**Gender**  : Male

**Nationality** : Indian

**Languages** : Telugu, English, Hindi

**Marital status** : Married

**Declaration:**

I consider myself confident of my ability to work in a team.

I here declare that information above furnished is true to the best of my knowledge.

**Place:** Hyderabad

**Date:**

**Name**: K.VIKRAM

**Signature**: