

**BHARATH KUMAR P**  
91-9848322844; 91-9949786299  
[bkumar.pulipati@gmail.com](mailto:bkumar.pulipati@gmail.com)

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**Objective:**

Looking forward to an organization that offers a challenging, stimulating Learning, environment to work in and provide scope for individual development, which offers attractive prospects for long-term personal development and career growth and further contribute to its continues success using my acquired knowledge, qualification and experience.

**Professional Experience:**

➤ **Working as Business Development Manager - Sales  
Häfele India, Vijayawada (June 2015 – till date )**

**Häfele**, an international company providing hardware and fitting systems and electronic locking systems, has a long and rich history that began in 1923. Around the world 150 countries, customers from the furniture industry, dealers, joiners and cabinet makers, as well as architects, planners and builders all rely on Häfele's expertise and performance.

- Prospect for potential new clients/ customer and turn this into increased business.
- Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Work with Architect team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle Various Site visits by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Use a variety of styles to persuade or negotiate appropriately.
- Present new products and services and enhance existing relationships.
- Work with technical staff and other internal colleagues to meet customer needs.
- Arrange and participate in internal and external client debriefs.
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
- Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels.
- Identify opportunities for services and distribution channels that will lead to an increase in sales.
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.

➤ **Worked as Channel sales / Bench sales executive**  
**Innate solution. Inc, (ATS) Chennai (Oct 2012 – Feb2014)**

**Innate solution** ( ATS )have a research and development team which is one of the leading providers of IT professional services in Data Management, Business Intelligence, Business Integration and Hospitality Industries. We provide end-to-end solutions in building decision support systems for fortune 1000 and mid-market companies.

- I worked as a Senior Marketing Executive.
- As a marketer I involved in placing the bench consultants.
- My job includes preparing and modifying the resume, following up with the consultants and vendors.
- I worked as a trainer for Junior Marketing Executives.
- I used to post the consultant resume in job portals like DICE, Monster and Career Builder.
- I worked with the top tier1 vendors and I do have my own database.
- Extensively worked on the technologies like .NET, Java/J2EE, Data warehousing, Data Modeling, Business Analysis, and Business Objects and Oracle Applications etc...
- Successfully scheduled the interviews.
- I do have much contact with the top tier1 vendors.

➤ **Worked as Channel sales / Bench sales executive**  
**Global Regime Tech Solutions, Vishakhapatnam (July 2010 – Sep 2012)**

**Global Regime Tech Solutions** have a research and development team which is one of the leading providers of IT professional services in Data Management, Business Intelligence, Business Integration and Hospitality Industries. We provide end-to-end solutions in building decision support systems for fortune 1000 and mid-market companies. Formulated several IT projects For Pharmaceutical organizations since early 1990s on mainframe platforms.

- I worked as a Marketing Executive.
- As a marketer I involved in placing the bench consultants.
- My job includes preparing and modifying the resume, following up with the consultants and vendors.
- I worked as a trainer for Junior Marketing Executives.
- I used to post the consultant resume in job portals like DICE, Monster and Career Builder.
- I worked with the top tier1 vendors and I do have my own database.
- Extensively worked on the technologies like .NET, Java/J2EE, Data warehousing, Data Modeling, Business Analysis, and Business Objects and Oracle Applications etc...
- Successfully scheduled the interviews.

➤ **Worked as a Marketing Team Leader for Akshaya Teleservices Pvt Ltd, Vijayawada.**

➤ **Worked as Customer Support Associate for First Source Pvt Ltd, Vijayawada.**

➤ **Worked as Asst Accountant for a Private Finance sector, Vijayawada.**

**Educational qualification:**

- **B.com from Sarada Degree College affiliated to Acarya Nagarjuna University**
- **Intermediate (C.E.C) from Board of Intermediate.**
- **S.S.C from School of Secondary Education.**

**Technical knowledge:**

- Proficient in WINGS Accounting
- MS Office
- PGDCA

**Knowledge areas:**

- Customer Care & Client Servicing with efficient time impact and ensuring customer satisfaction
- Interacting with the customers to gather their feedback regarding their concerns and product utilities
- Employee Relations and Staff Retentions
- Development & Delivery of Corporate training Programs
- Morale and Motivation

**Personal Traits**

- Good Intercultural relationships and ability to do work in a group
- Have Excellent written and Communication skills
- Hard worker, reliable, responsible & self disciplined
- Willingness to learn and good team facilitator

**Hobbies**

- PC games
- Painting and Drawing
- listening to music

**Personal Details:**

Fathers Name : P. Anand Kumar  
Age : 30  
Marital Status : Married  
Languages Known : English, Telugu.  
Current Address : Vijay Sai Plaza, flat No: - 202, Near Raajula Bazar,  
High School Road Ramavarappadu Vijayawada - 521108.  
Andhra Pradesh.

**Declaration:**

I hereby declare that the information furnished above is true to the best of my Knowledge.

**Date:****Place:****(Bharath Kumar P)**