

NIMMAGADDA SURYA TEJA

Profile Summary:

PG Diploma in Project management, At present working for TEJOMA TECHNOLOGICS PVT LTD. A Web and Content management firm and am holding an experience of 2 years and 6 months as a business analyst and business development manager. Under my levels I had got an opportunity to work with different IT services projects. From my side through different marketing techniques i pump in good amount of projects to the company.

Education and Certifications:

| Title of Degree | College/University | Year of Passing | Percentage |
|--|---|-----------------|------------|
| PG Diploma in Construction & Project management | CMC (A TATA Group Enterprise) Affiliated to Unitec university, New Zealand | 2014 | AGRADE |
| Bachelor of Technology in Mechanical Engineering | Kamala Institute of Technology & science, Karminagar | 2013 | 65.12 |
| Intermediate (MPC) | Narayana Jr College | 2009 | 82.2 |
| SSC | Pragathi Vidya Nikethan, Kothagudem | 2007 | 86 |

Key skills:

- Business development management. Techno promotion.
- Marketing & analysis.
- Project management.
- Scheduling the projects.
- Digital marketing.
- Market research.
- Consultant's management.

Work experience:

Schwing Stetter India pvt limited:

Location : Hyderabad

Role: Business analyst

Reporting to: Zonal Manager – Marketing

Schwing stetter a 100% subsidized group company of Schwing Germany is a pioneer in the field of concrete manufacturing equipment. Started in 1998 in India, Schwing is leading the market with various products for batching, transporting and placing concrete with its vide range of products. The turnover for Indian company is 800 Crores INR.

Job responsibility:

- To identify the various departments of Government, semi government and public limited companies. i.e NHAI, R & B works, Irrigation, Public health, state housing departments etc etc., related to the construction industry.
- To analyze the market values and projects to get the business to longterm.
- To extract information about the ongoing projects, future expected projects, contracts, tenders and bidding information.
- To extract the information of contractors, builders, construction companies to have first hand information on the list of projects under them.
- To report to management on the list of new projects/tenders.
- Attended conferences and seminars on construction machinary.

Achievements

- Was able to identify various govt both state and central departments like NHAI, irrigation etc.
- Extracted information about various projects under NHAI, which was useful for identifying the contractors and the scope of work to plan for the upcoming concrete equipment requirement.
- Listed out various power projects funded by state / central governments. Listed out private power projects along with their capacities, stage of execution and costing involved.
- With continues follow up of jalsoudha was able to get information on the ongoing projects like Pranahita chevella, SRSP and other projects in Irrigation department.
- Able to sell products to various companies with the information attained.

VERAMASA IT SOLUTIONS: A web development company works for websites, Apps, Maintenance projects, Digital marketing projects, ERP, CRM projects.

Role: Business analyst, Business development manager

Job responsibility:

1. Initially I worked under the market research for the development of the company.
2. Business strategies for getting projects.
3. End to end inbound and outbound marketing techniques implementation.
4. Client requirement gathering and handling.
5. Business requirement documentation preparation.
6. Operational handling such as giving exact output to developer for better understanding of projects.
7. Understanding of projects.
8. Sharing ideas for UI development.
9. End to end client interactions and scheduling the projects.
10. Reports handling such as business proposals, quotations etc.

Projects I handled as example:

1. www.childrenzeduhub.com
2. www.cremonbuds.in
3. Rideoo a travel application

Industrial Exposure:

- Implemented a mini project on working of the ASH Handling Plant in Kothagudem Thermal Power station in Palvancha
- Trained on AUTOCAD, Pro-E & CNC Programming in Central Institute of Tool Design, Hyderabad.

Achievements:

- Discharged duties as **President** for KAMS (KIT's association for Mechanical Engineering Students) for academic year 2012-2013.
- Discharged duties as **Joint secretary** for KAMS (KIT's association for Mechanical Engineering Students) for academic years 2010-2011 & 2011-2012.

Extra-Curricular Achievements:

- Bagged first prize for singing in YUVAMEDHA 12' a national level fest organized by KITS(S), Karimnagar.
- Presented a Paper on **Automation in Robotics** in MECHOVISION 09' a National level Technical symposium at KITS Warangal
- Presented a Paper on **Autonomous Fire Fighting Robot** in KLEIO 12' a National level technical Symposium at Kakatiya University Warangal
- Completed Cadet training with "A" certificate in National Cadet Corps (NCC) at School Level
- Conducted Blood Donation Camps as active member at College and School Level.

Technical Skills:

- Languages known : C.
- Design tools : AUTO CAD,PRO-E

Hobbies & Interests:

- Passionate about singing & writing lyrics
- Released Mechanical Kolaveri album
- Worked as Lyricist for Theylisi Theyliyaka a Short film
- Playing Table Tennis

Personal Profile:

Date of Birth : 16-07-1992
Father's name : N.K.V Sarma
Languages : English, Hindi and Telugu
Passport Number : K1406491
Mobile No : 9908227530
E-mail Id : nst.suryateja@gmail.com