

## **RAVI KIRAN TADEPALLI**

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### **ENTERPRISE SOFTWARE SALES EXPERT**

Banking Software Products| E-Commerce Software| Middleware Software| Mobile Software Application

#### **SUMMARY**

- Over 5+ years of experience as a Business Development Manager in IT Industry for Enterprise Software and Solutions sales with an outstanding track record of exceeding sales targets.
- Maximum revenue has been generated from the Banking Sector.
- Established most of the CXO relationships with the Banks and Financial Institutions across the globe.
- Generated over USD 1 Million revenue at regular intervals from different clientele.
- Good exposure of working with the Middle East, South Asia, Africa and USA markets.

#### **AREAS OF EXPERTISE**

- E-mail Marketing, Cold-Calling, Client Needs Assessment, Establishing relationships.
- Lead Generation, Accounts Management, Presentation Skills, Negotiation Skills.

#### **WORK EXPERIENCE**

##### **Pennant Technologies: Business Development Manager, May 2013 to June 2016**

- Dealt for projects related to Pennnat's Financial Software Products & Services from Banks & Financial Institutions across the Middle East, South Asia, Africa.
- Working from India and handling end to end sales life cycle from lead generation to contract execution.

##### **Notable Contributions**

- Increased revenue by 38% in a year.
- The largest IT-Product Sale deal size was USD 8,80,000 (Approx).
- Awarded and appreciated by the management on a regular basis.
- Rooted footsteps of Pennant in the Indian Market by closing an IT-Product sale deal with a largest NBFC in India.

##### **Major Customer Wins**

- Closed the Lending Factory Software sale deal with a Bank in UAE.
- Closed the Lending Factory Software sale deal with a NBFC in India.
- Closed the Interactive Communications Manager Software Sale deal with a Bank in UAE.

## **Miracle Software Systems, Inc: Business Development Executive, August 2011 to April 2013**

### **Notable Contributions**

- Generated over USD 1 Million revenue in a year.
- Largest IT-Project deal size was USD 6,80,000 (Approx).
- Surpassed sales target by 75% in a year.
- Consistently ranked as one among top three performers in 40+ sizeable sales team.
- Certified Software Sales Professional by IBM.

### **Major Customer Wins**

- Closed the E-Commerce Project deal with a Retail Company in the USA
- Closed the IBM Unica Software Sale deal with a Bank in USA.
- Closed the Application Migration Project deal with a Manufacturing Company in the USA.

### **Awards & Accolades**

- Achieved Letter of Appreciation & Best Performer Award for 1Q-2012-USA IT Sales.
- Achieved Letter of Appreciation & Best Performer Award for 3Q-2012-USA IT Sales.
- Achieved Letter of Appreciation & Best Performer Award for 1Q-2013-USA IT Sales.

### **EDUCATION**

MBA, FINANCE

Vignan University, Vadlamudi, Guntur, AP

2009-11

B.TECH, EEE

St.Ann's College of Engineering & Technology, Chirala, AP

2004-08