

TPR.AKHILESH

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Place: New Delhi.

Personal Statement:

I am person of simple living and high thinking. I am a perfectionist, balanced & calm individual who has the ability to work in a team and who is quite flexible and adaptable. Help others in need. Excellence is a part of my nature therefore, I prefer quality of work than quantity. I always try to learn and deliver my duties efficiently in an assorted environment, for the betterment of the organization as well as mine.

Education:

- **MBA (Marketing & Operations)**
IILM institute for Higher Education, Gurgaon, Haryana (2013).
- **B.Tech (Electronics And Communication Engineering)**
Sri Sai Aditya Institute of Science and Technology, Surampalem, (2011).
- **Intermediate (Mathematics, Physics, Chemistry)**
Sri Chaitanya junior College, Machilipatnam, Andhra Pradesh (2007).
- **SSC (X-Standard)**
A Little Flower the Leader School, Machilipatnam, Andhra Pradesh (2005).

Work Experience:

- Working from **July'2014** till **Present** in a Google Premium SME Partner Company – **Adglobal360** located at Gurgaon, Haryana.
My Role: Client Servicing (Account Manager) – Business Development.
- **Eye Bridge Soft Solutions Pvt. Ltd.**, located at Dwarka, New Delhi. It provides solutions for Website Development and Online Marketing to Tier-2 companies.
May'2013 till **July'2014**

Responsibility:

- Handling projects from planning stage to final stage for both Website development and Online Marketing.
- Handles a team of more than 15 employees in different departments like creative, development and online marketing and helping them to provide their requirements and deliver the output.
- Regular Inputs/Feedback to ensure that the team is motivated to perform their work with dedication and to achieve their desired targets.
- Works on the CRM platform for the website development.

- Analyse weekly/monthly reports for online marketing campaigns to show the performance trend and the action plans for the coming month.
- Work on Business development plans with the Manager time to time.
- Planning strategy for both PPC & social media campaigns and make the client satisfied with the results.
- Regular contact with Clients and ensuring that whether they are meeting the desired revenue targets, planning for further executions and taking approvals.

Core Competencies:

- **Leadership** - Setting targets for the team and training them, as and when required to achieve the desired goal from time to time. Working as Account manager to increase the company revenue in co-ordination with the senior management towards achieving business goals & effective reporting on a regular basis to track performance.
- **Business Management-** Expertise in managing marketing responsibilities. Generating leads for the business and maintain a harmonious relationship with existing clients by understanding their needs and delivering what is being promised as per the business plan. Generating leads for the business via various channels as in PPC & Social media promotion.
- **Planning and Execution-** Develop strategic and operational plans for the work group, managing execution, and measuring results. Work closely with all the teams and giving ideas on Campaigns creation and working out an effective business plan for higher conversions.

Professional Experience:

Client servicing in Adglobal360 (July 2014 onwards – Till Present) – Make the client understand all the different services available in online platform and achieve the goals committed with clients by working closely with different teams like- Design team, HTML Team, Development Team, Mobile App team & Online marketing team like

- **Search Engine Optimization:**
 - Understand the requirements of the client & analyze the website and provide the plan accordingly to the analysis and make the team to achieve the commitments.
- **Social Media Optimization:**
 - Develop and manage Social media campaigns for various clients at a time, effectively driving brand awareness, engagement and traffic to social media pages.
 - Manage with the team for handling their social media accounts including Facebook, Twitter, Pinterest, Google+, and LinkedIn.
- **Strategy making:**
 - Pitch for prospective clients
 - Responsible for generating ideas and making proposals for clients.
- **Website Development:**
 - Had a capability of working with different industries website like: E-Commerce, Hotel Management, Real Estate, Education, etc.,

- **Paid Promotion:**

- Will do the paid promotion in different platforms for clients i.e., Google, Facebook, Twitter, Youtube, Affiliate Marketing and work closely with team to get the maximum revenue generation for the client.

Strengths:

- Team Player - like to work in a team.
- Perfectionist - can prioritize work schedules, manage time effectively and meet deadlines.
- Flexible and adapt quickly to new working environments.

Interests:

- Expert in searching Online Shopping deals, dancing, cooking.

Personal Details:

- **DATE OF BIRTH:** 05-05-1989
- **NATIONALITY:** Indian.
- **LANGUAGES KNOWN:** Telugu, English & Hindi.
- **PERMANENT ADDRESS:** S/O TPR. Narayana Rao,
D.No: 12/350, Sivalayam Street,
Machilipatnam, Andhra Pradesh-521001.
- **CURRENT ADDRESS:** C/O TPR. Akhilesh,
Flat.No:J4/82, 2nd Floor,
Malviyanagar, South Delhi,
New Delhi - 110017.

Ready to the Re Location:

- I am recently married and looking for the settlement in Hyderabad. This will be very close to my home town which will be easy for travelling. For More Information let's have a call to discuss in detail.