

RAGHUNATH

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CAREER OBJECTIVE

Seeking a position in an organization that provides me ample opportunity to explore & excel while carving out the niche for personal, professional as well as organizational goals

SUMMARY OF SKILLS

- 6 years of work experience in **Sales & Marketing** in **Tradeindia.com, Proptiger.com & JR Marketing**
- Equipped with the knack of Marketing Management along with the knowledge of **Business Process Analysis, ERP Implementation, Report writing, underwriting** by using **Excel**
- Actively participated in **Business Events**.
- The ability to learn and apply new concepts quickly
- Well-developed communication skills, verbal as well as written coupled with exceptional presentation skills with the ability to perform above expectations.

PROFESSIONAL EXPERIENCE

Tradeindia.com

Sr. Business Development
Executive
BTO B Sales
Dec-2015 to Feb-2017

Proptiger.com.

Relationship Manager
Real Estate
Mar-2017 to Nov -2018

JR Marketing.

Asst. Manager -
Marketing Cement Industry – Hyderabad
Dec-2018 to Nov -2021

Alliance Group Developer.

Asst. Manager -Sales

Hyderabad
Dec-2021 to Jan -2023

Mahaveer Estate Projects

Asst-Manager-Sales
Hyderabad
Feb-2023 to July-2023

JOB RESPONSIBILITIES

- Pitching products and services to prospective customers over the phone (cold call), over the web or by email and Social media
- Maintain and expand the company's database of prospects
- Conducting live product demonstrations over the phone, via webinar and face to face meetings
- Ensure follow-up by creating tasks, meetings, completing account information, keeping proper notes in CRM
- Coordinating and resolving queries of customers (after sales).
- Visited retailers and collected cement orders, collection, explanation about new product launch.

EDUCATIONAL CREDENTIALS

- **MBA (Marketing & Finance)** from **Acharya Bangalore Business School** in **2015**
- **Bachelor of science** from **Gulbarga University** in **2013**
- **Intermediate** from **Karnataka PU Board** in **2010**
- **Matriculation** from **K.S.E.E.B** in **2007**

**Courses : Data Analyst &
 Business Analyst**

PROJECTS UNDER TAKEN

Project Title : **STUDY ON THE CUSTOMER SATISFACTION ON SUZUKI ACCESS 125CC**
Organization : **SUZUKI**
Duration : 3 Months

Personal Details:

Name : Raghunath.K
Father's Name : Manik Rao.K
Date of Birth : 09-May-1991
Marital status : Un Married
Languages Known : Kannada, Hindi, English, Telugu & Marathi.
Nationality : Indian
Permanent Address : H.No.2-17-96,
Teachers Colony, Azmath
Nagar,
Near Mallikarjuna Bike
service, Kalyanpuri,
Uppal - 500039,
Hyderabad

Declaration:

In view of the above, I request to give an opportunity to serve your esteemed organization in the capacity mentioned above for which act of kindness, I shall be very thankful to you.

Date: 10-Jul-2023

(Raghunath.K)