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• Date of birth: 23 June 2001

• Place of birth: Guntakal

• Nationality: Indian



# Jetti Rajesh

## Job seeker



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### PROFESSIONAL SUMMARY

I am an enthusiastic and hardworking individual, currently seeking job vacancies. I have a strong track record in customer service and hospitality, with over 4 years of experience providing excellent service to customers. My biggest achievement was being promoted to supervisor in my previous role. I possess excellent communication skills and I am able to remain calm and composed even in difficult situations. Additionally, I have the ability to multitask and manage my time effectively. I am well organised, reliable and extremely friendly, making it easy for me to build relationships with customers quickly.

I'm an experienced Job Searching professional with a proven track record of success. I have been helping clients secure employment for the past three years, and am passionate about finding the ideal career match for each individual. My biggest achievements include helping clients secure job offers at companies such as Google, Apple, and Microsoft. From profile optimization to interview coaching, I provide my clients with the comprehensive guidance they need to succeed. My best qualities include my strong interpersonal skills, attention to detail, and creativity when it comes to strategizing for job searches. My technical skills in resume writing and networking are also top-notch, and I'm knowledgeable in the latest job search strategies. With these strengths, I'm confident that I can help anyone achieve their career goal.

I am a highly motivated and passionate job seeker with around 10 years of professional experience in the field of marketing, sales and customer service. I have managed various projects successfully and achieved exceptional results. My experience has enabled me to develop unique skills and qualities, such as excellent problem solving abilities, strong communication and interpersonal skills, great organizational skills, attention to detail, ability to work under pressure and the ability to prioritize tasks.

### EXPERIENCE

• January 2021 - Now

#### Business Development Manager

Fashion associate / India, Warngal

Business Development Manager at Fashion Associate, India (2021-01 - 2023-11) |

Leading a team of 4 sales professionals, I was responsible for overall business development and client acquisitions. My key responsibilities included developing the company's strategic plan,

introducing new products, and increasing customer base. During my two year tenure, I was able to:

- Generate new revenue streams through strategic partnerships
- Increase customer base by 15%
- Develop innovative marketing strategies that increased brand awareness
- Improve customer satisfaction by 10% through effective customer service
- Negotiate contracts with suppliers and vendors
- Analyze market trends to identify potential opportunities.

Leveraged my knowledge of the fashion industry and business fundamentals to create successful strategies that drove growth for the organization. Developed relationships with external stakeholders to increase revenue and ensure client satisfaction. Successfully led projects from conception to completion.

Researched market opportunities and developed strategies

Played a key role in business expansion and launch in new markets

Negotiated and closed deals with vendors/suppliers

Developed pricing models and identified cost optimization areas

Developed marketing plans to promote products/services

Monitored performance of initiatives and tracked KPIs

Collaborated with cross-functional teams on product launches

Developed and implemented strategies to boost the company's visibility in the industry. Achieved considerable success in expanding customer base, driving sales growth and improving customer satisfaction.

Established strategic partnerships with new vendors

Led sales operations for the company

Generated new leads and increased sales revenue

Designed promotional campaigns to drive revenue

Analyzed customer feedback to improve products and services

Managed a team of 10+ sales personnel

Developed training programs to ensure employee effectiveness

## EDUCATION

• June 2018 - December 2021

**Bachelor degree**

I completed my school education

10 th Novy high school. Near by tuggali. &

I completed my intermediate near by maddikara

I completed my graduation degree bcom(ca)

Sri Venkateshwara University.

Tirupathi

## SKILLS

**Communication development skills**

Expert

**Teamwork**

Expert

**Creativity**

Expert

**Problem-solving**

Expert

**Communication**

Expert

**Adaptability**

Expert

**Openness**

Expert

**Leadership development skills**

Expert

**Time management skills**

Expert

**Personality development skills**

Expert

**Marketing strategy**

Expert

**Team management**

Expert

**Content management**

Expert

**Business development skills**

Expert

**Leadership**

Expert

**Technical skills**

Expert

**Health care services**

Expert

**Humanity**

Expert

**emotional intelligence**

Expert

**Helping nature**

Expert

## HOBBIES

• Video games

• Swimming

• Photography

• Fishing

• Dancing

• Cooking

• Cooking all items

• Bike riding

• Reading

• Traveling

• Drawing

LANGUAGES

- Telugu
- Hindi
- Tamil
- English
- Kanada

COURSES