

Resume

J.V.Asish babu,
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Career Objective:-

Seeking an opportunity to work in a challenging environment that hones my skills and constructively enable to contribute positively towards the growth of the organization.

Work Experience:

1. Sree Constructions Projects PVT LTD

Sales Manager:-June – 2019 to March-2020

Duties:

- Working closely in sales and marketing the Ready Mix Concrete (RMC) services across Hyderabad
- Operations regarding Ready Mix Concrete like Schedule's, Grade, site locations and measurements etc.,
- Have to approach Architects builders direct clients at sites and infrastructure companies
- Meeting with key person and Managers.
- Utilizing resources cost effectively.

2. Disha Interiors:-Hyderabad

Sales and Marketing Head:-June 1st-2018 to till date

Duties:

- Working closely in sales and marketing the interior concept services across Hyderabad
- Marketing operations regarding Interior
- Have to approach Architects builders direct clients at sites and infrastructure companies
- Meeting with key person and Managers.
- Utilizing resources cost effectively.

Achievements: Reached 90 % Target for the financial year 2018-19

3. E- Ship Global logistics Ltd:- Nellore

Sales and Marketing .Sr.Executive-April-2017 to Feb-2018.

Duties:

- Working closely in sales and promoting the logistic services across india
- Marketing operations regarding Liner services
- Have to approach Exporters and importers and sez' zones
- Meeting with key person and Managers.
- Utilizing resources cost effectively.

4. Praqati Resorts & Meadows pvt ltd - Hyderabad

Senior Sales and Marketing executive – January 2015 – Feb-2016.

Duties:

- Working closely with team in sales and Business development.
- Marketing operations regarding Resorts and Hospitality
- Have to Approach Corporate, Colleges and Schools Clients.
- Meeting with Directors and senior level Managers.
- Utilizing resources cost effectively.
- Attending the corporate conferences to promote brand
- Monitoring and training regarding marketing new staff.

Achievements: Reached 120 % Target for the financial year 2015-16

5. *Manhattan Review - Hyderabad*

Senior Business development executive - August 2012 till December- 2014

Duties:

- Working closely with team in sales and business development.
- Marketing operations
- Performance monitoring of ATL (Above the level) & BTL (Below the level) Activities.
- Delivering seminars at engineering colleges.
- Weekly meetings with directors and senior level managers.
- Monitoring and analyzing competitors' performance to identify Strength, Weakness, Opportunities and Threats.
- Utilizing resources cost effectively.
- Attending education fairs, seminars and conferences to promote brand.
- Mentoring and training regarding marketing new and junior staff.

Achievements: Reached Target for the financial years 2012-13 & 14

6. *UR PROPERTYMANAGEMENT.COM- Hyderabad*

Business Development Manager- July 2010 till August 2012.

Duties:

Explain about web portal advertising overall about seventy services in construction section and make them to advertise through web portal.

7. *SLR consultancy service- Hyderabad*

Customer relation executive- June 2009 to July 2010

Duties

- Making cold calls to the customers and fix the appointments.
- After making calls, the customer details will be forwarded to floor Manager.
- Giving feed back to the customer regarding the status of the product.

Expert- in:-

- Brand Promotion.
- Team Management.
- Operational management.
- Performance management.
- Abroad education - GRE,GMAT,SAT,TOEFL,IELTS
- Marketing management.

Achievements

- Have counseled 5000+ students about career guidance through seminars..
- Got on campus tie-ups for Campus recruitment training programs from various engineering colleges.
- Achieved 150% of target given for the financial year 2013-2014.

Strengths:

- Good Communication skills.
- Flexible
- Quality oriented mind set.
- Maintaining Good Relation with customer.

Education:

- **B.Tech (C.S.E)** from **T.P.I.S.T/Affiliated to J.N.T.U Kakinada**, Vijayanagaram. May 2009
- **12th** from **Narayana jr.collage, Nellore**, March 2004
- **10th** from **V.B.R.High School,Nellore**, March 2002

Technical Skills:

- **Languages Known:-** C, C++, Tally-9
- **Operating Systems:-** Windows-2000/NT,XP-7
- **Packages:-** MS-Office, Photo shop

Personal Profile:-

- Father's Name : Venkateswarlu Jaladanki
- Mother's Name : Sreedevi Jaladanki
- Gender : Male
- Date of Birth : 20-08-1986
- Place of Birth : Nellore
- Nationality : Indian
- Marital Status : Unmarried
- Languages Known : English,Telugu, Hindi
- Hobbies : Listening music, Reading books

Declaration:

I hereby declare that the above information is correct at best of my knowledge and I assure my loyalty towards the organization and work to the most satisfaction of my superiors.

(J.V.ASISH BABU).