

---

# Guna Ranjani Katuri

Old Madiwala Road, Sandhya Theatre, 560068, Bangalore, Karnataka

gunaranjani.jakkula@gmail.com

8341240568

## Summary

A leads generation specialist is a professional who collects and evaluates potential sales opportunities. They often work for companies who focus on selling their products or services to other businesses.

I have Experienced in generating contacts from the industries (IT, Law firms, Real Estate, Pharmaceutical, Biotechnology, Schools, Universities, Construction, Mortgage, Financial Services, Recruiting, Automotive, Insurance, Manufacturing, Retail, Marketing & Advertising, Events, Tradeshow, Podcasts, Accounting, etc.,)

---

## Education

### Eluru College of Engineering & Technology

Computer Science of Engineering (B.Tech) • Eluru, Andhra Pradesh

04/2017

---

## Experience

### Bizrak Web Solutions

Lead Generator Researcher/ Team Lead • Eluru, Andhra Pradesh

04/2018 - 05/2022

**May 2018 - November 2020**

**Lead Generation Researcher :**

I offer a wider range of Internet research, LinkedIn lead generation, Data Entry, email sourcing and contact list building service. I enjoy working from all over the globe, from the US to CA to UK to Australia to India..

So on these base I have 4 years of experience in LG research, I am use multiple growth strategies via LinkedIn, Facebook, Email marketing, etc. to generate qualify leads based on requirements...

**December 2020 - May 2022**

**Team Lead :**

- 1) Liaison between customers and lead generation team.
- 2) In charge of a team of 20 people based in Eluru .
- 3) Providing guidance, instruction and direction for the purpose of achieving result, grant quality standards.
- 4) Managing individual and group coaching/training activities also.

---

## Skills

Quality lead generation, Qualifying and prospecting leads, Research and reports generation, Best Research for quality data

---

## Languages

English, Telugu