

# SRAVAN KUMAR TUMULURI

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## SUMMARY

Adaptable professional with a quick learning ability and a talent for adjusting to new environments. Skilled in rapidly acquiring new knowledge and applying it effectively.

## SKILLS

- Ability to rapidly build relationships and set up trust.
- Quick learner & Ability to cope with different situations.
- Problem Solving and Critical Thinking.
- Commitment to Career.

## EXPERIENCE

- 12/2023 to 09/2024    Marketing & Sales Manager - LIFE INFRA ENGINEERS PVT LTD – Vizag, India**
- Analyzed market trends to identify potential growth opportunities.
  - Created content for promotional materials, including brochures, flyers, and websites.
  - Generated ideas to increase sales through creative promotions.
  - Performed market analysis to better understand target audiences.
  - Worked with the management team to oversee and monitor marketing strategy.
  - Achieved company growth and brand development through market expansion and sales.
  - Executed strategic sales plans to expand customer base and revenue.
- 08/2021 to 11/2023    Manager -Sales & Marketing -BELL SQUARE – HYDERABAD, India**
- Led sales planning, development, and account management to grow existing accounts and establish new sales accounts.
  - Oversaw the company's marketing budget.
  - Developed and managed digital marketing campaigns.
  - Planned and executed campaigns for corporate promotion, and launching of new product lines.
  - Interviewed and hired talented individuals to add value to the marketing team.
  - Planned and facilitated meetings to share marketing plans and explain future business goals.
- 02/2021 to 07/2021    BDM (Marketing) - PVR Developers India Pvt Ltd – HYDERABAD, INDIA.**
- Identified potential clients, built relationships, and negotiated contracts.
  - Maintained a database of existing customers and prospective leads.

- Conducted research on industry trends, competitor activities, and customer needs.
- Attended tradeshows and conferences to network with potential clients.
- Participated in weekly meetings with executive leadership team members to discuss progress toward goals.
- Introducing channel partners into the organization and drives toward sales

**05/2019 to 01/2021      Asst. Manager (Marketing) - Aaditri Housing Pvt Ltd – HYDERABAD, INDIA**

**10/2018 to 04/2019      Senior Executive (Marketing)**

- Manages all marketing, advertising, and promotional activities for the company.
- Develops and coordinates marketing plans and strategies for the organization, and reports all marketing activities.
- Product orientation meetings with channel partners and their teams.
- We were identifying customer needs and providing them with investment options in our real estate products.
- Driving business through empaneled channel partners and property consultants.
- Planning event campaigns, launching projects, conceptualizing print advertisements
- Organized on-site event, and roadshow.
- To execute necessary marketing and sales activities as planned.
- Undertakes any other tasks and assignments as directed by the superior, from time to time

**07/2016 to 10/2017      Front Office Associate**

**Hyatt Hyderabad Gachibowli – HYDERABAD, India**

- Answered incoming calls and inquiries from potential guests in a professional manner.
- Assisted guests with check-in, check-out, and room reservations.
- Greeted customers upon arrival and provided them with outstanding customer service.
- Performed daily audits of front desk operations and ensured the accuracy of financial records.
- Updated guest profiles in the computer system regularly to ensure accurate records are kept.
- Handled incoming calls and directed callers to the appropriate department or employee.

## **EDUCATION**

<b>01/2019</b>	<b>MBA (HRM) - Acharya Nagarjuna University</b>
<b>01/2015</b>	<b>B. Com - Spectrum Educational Institution</b>
<b>01/2012</b>	<b>Intermediate (MPC) - Ideal Junior College</b>
<b>01/2010</b>	<b>SSC - Kennedy High School</b>

## **CERTIFICATIONS AND ACHIEVEMENTS**

- LEVEL 5 Diploma in Hospitality, Travel & Customer Service, Institute Of Commercial Management
- Diploma in Hospitality, Travel Management, and Customer Service, Frankfinn Institute of Air Hostess, 2016

## **PERSONAL INFORMATION**

- Father's Name: T Narasimha Murthy
- Date of Birth: 10/08/94
- Nationality: Indian
- Marital Status: Married

## **LANGUAGES**

- English
- Telugu
- Hindi