

A Venkata Swamy

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Career Objective

A Marketing Professional with 9 months of progressive experience seeking to broaden the skill sets and having proven ability in sales.

Professional Experience

Presently working with Nettare Beverages Pvt Ltd at Bangalore.

Duration : August 2017 to Present
Designation : Business Development Manager
Place of work : Bangalore.

Areas of responsibilities handled since 9 months:

- Closing new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Setting sales targets for our team as a whole, developing sales strategies.
- Identifying potential customers and expand business base and ensure repeat business
- Responsible for generating leads, Managing corporate tie ups and local tie ups.
- Collecting customer feedback and market research.
- Increasing business opportunities through various routes to market.
- Servicing the needs of our existing customers.
- Maintaining Daily Sales Report or visit Report, Compiling and analyzing sales figure.
- Taking care of outstanding payments, deliveries, installations.

Part time work experience

- ❖ Did an **Internship** at Bimal Auto Agency India Pvt Ltd, Dealer of Maruti Suzuki at Bangalore for 2 months (January & February 2017) into sales.
 - I have been in sales, meeting with customers, arranging test drive, looking of entire sales process.
- ❖ As a part time employee in Balaji eye clinic at Tirupati in the year 2013-2015.
 - I have been delivering medicine from various vendors, taking care of some bank transactions, etc.
- ❖ As a part time mechanic in an automobile garage at Tirupati in the year 2012-2103.
 - I have been taking care of the garage &doing basic service for two wheelers.
- ❖ As an **Apprentice** in Lepakshi emporium at Tirupati for 25 days in the month of May 2015.
 - I have been in the billing section; verifying whether the bill was paid or not and arranging them as per stall number wise on the respected dates and tallying them with the transactional amount and reporting to immediate superior.

Academic Profile:

- **M.B.A** (Marketing & HR) – MVJ College of Engineering (MBA), Visvesvaraya Technological University, - 2017.
- **B.SC** (Computers) – SEICOM Degree College, S.V University, Tirupati -2015.
- **Intermediate** (MPC) – Narayana Jr College, Tirupati, 2012.
- **SSC** – Kumar English Medium High School, Tirupati, 2010.

Project:

MBA project

Title:A Study on Customer Decision Making Process in Purchasing a Vehicle at Bimal Auto Agency India Pvt Ltd, Dealer of Maruti Suzuki at Bangalore.

Description:

- To analyse the preferences of customers before purchasing and during purchasing a car at
- To determine the factors influencing people in the process of purchasing.
- To know the purchasing behaviour with respect to the gender.
- To estimate the significance of promotional activities.
- To find out the customer expectation from the vehicle.
- To measure the importance given by the customer towards the services provided at Bimal.

Minor project

Title: A Survey on “Challenges Faced by BMTC bus drivers & conductors in Bangalore”.

Description:

- To measure the satisfaction levels of employees on various factors and give suggestions for improving the same.
- To study the relationship between the personal factors of the employee (Gender, Designation, Qualification, Age, and Years of Service in a company) with satisfaction level.
- To derive and analyze the current satisfaction level of the employees in the organization.
- To study the various factors which influencing employee satisfaction.

Achievements:

MBA

- Written a review article on SENSORY BRANDING.
- Participated in National Level Conference conducted by Noble college and presented my academic project.
- Participated in PRESENTATION COMPETITION organized by Agniudaya at MVJCE.
- Participated in the event PRODUCT LAUNCH organized by swat club at MVJCE.
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Co- curriculum Activities:

- Coordinated National Level Event EXPO.
- Coordinator for three day Entrepreneur Program.

Skills

Technical Skills:

- HTML, C, Java (Basics)

Personal Skills:

- Team player
- Presentation skill
- Quick learner
- Hard worker

Personal Details

Father's Name : Mr. Madan Mohan A
Date of Birth : 25th Aug, 1994
Marital Status : Single
Languages Known : English, Telugu, Kannada, Hindi
Present Address : SRV pg, No.100, 9th cross, near by wilson garden club
Wilson Garden, Bangalore.
Permanent Address : Tirupati, Chittoor District, Andhra Pradesh 517501

Declaration:

I, affirm that all information given above is true and correct to the best of my knowledge.

Place: Bangalore

Date:

A Venkata Swamy