

NANJUNDACHARI
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CAREER OBJECTIVE

1. To constantly update myself and contribute in the field of Marketing, sales, Business development and Procurement.
2. To play a pivotal role in making strategic decisions within the company.
3. Seeking a challenging environment that encourages continuous learning, creativity & exposure to new ideas, which stimulates personal and professional growth.

CORE COMPETENCIES

- *Formulating and implementing Marketing, sales and Business development strategy for establishing methods to achieve company targets.*
- *Assessing the performance of the client based on various criteria such as percentage for rejections, quality improvement rate, timely delivery, credit terms, etc.*

WORK EXPERIENCE

ORGANIZATION – Primus Global Technologies Pvt Ltd (Oracle India Pvt Ltd)

PERIOD – 03rd May 2018 to Feb-2019

DESIGNATION – Financial Analyst I

RESPONSIBILITIES

Work on TP out-standing invoices

- Prioritize the aged invoices and send the email notification to the requester to perform the receiving.
- Take call with LOB requester to assist them to complete the receiving.
- Accurate follow up with PO requester in order to complete the pending action to release the invoices from hold in order to make the supplier payment on time.
- Have the updated report in order to present it to the management to analyze the, trend and issue in order take appropriate action to reduce the holds.
- Work on Non MIG PO out-standing invoices and provide the GL string to AP team to process the invoices if the PO funds are available post LOB confirmation if in case PO's are in 3 way.

ORGANIZATION Manappuram jewellers(RITI) LTD

PERIOD 30th-december- 2011

DESIGNATION Senior ASST

RESPONSIBILITIES

- Supervised established client accounts – contacted clients regularly to establish effective working relationships; maintained relationships with the company's customers.
- Wrote concise and effective customer proposals – Prepared sales contracts, proposals and presentations.
- Analyzed market potential – Researched prospective customers and potential profit.
- Checked quality of account services – Made regular status reports: follow-ups, closings and activities.

- Controlled coordination of shipping programs – Oversaw delivery of products.
- Reduced stock through specially developed sales activity.
- Worked on training new company employees.
- Prepared effective action plans and schedules – Participated in marketing plan design and execution.
- Took part in trade shows and other marketing events.
- Perfected knowledge of product, market, and sales strategy.
- Handled and resolved any complaints or concerns from customers.
- Worked with company staff to effectively close sales; sales management, logistics, marketing.
- Work with and expand current prospect database within specified business sectors to generate effective leads & exceed sales targets for the business
 - * Develop a sales contact plan direct marketing, and attending industry events to build relationships with key prospects
 - * Respond to incoming Requests for Information (RFIs), Requests for Proposals (RFPs) in a professional and creative manner
 - * Understand a prospect's business needs and work with the expert teams to develop a tailored digital marketing proposal
 - * sell integrated search and affiliate proposition
 - * Represent td at industry events, including round tables, speaking forums and new business events
 - * Work closely with Marketing to identify appropriate go to market messaging for specificbusiness sectors.
- Product caring from period to period.
- Sending Request for Quotations (RFQs) via e-mail. Finding which supplier has given us the lowest price.
- Releasing of Purchase orders via e-mail for day-to-day procurement activities.
- Creating new Part codes in inventory management.
- Creating bill of material (BOM) to finalize pricing.
- Payment fallow ups with our Finance Dept., in voice fallow ups with vendors, end-to-end processing of purchase orders.
- Directing to staffs and considering the performance.

Strategic Sourcing

- This involves analysing different ways and best practices to reduce the procurement costs of various categories required, thereby achieving significant cost savings to the company.
- Financial risk modeling of critical suppliers, which may be private or public firms.
- Price negotiation with Suppliers and Contract Management
- Spend Management
- Forecast of supply-demand-price for commodities/products/services

ACADEMIC CREDENTIALS

- Bachelor of business management (Human Resource Management) 2011. From first grade college Bagepalli with 59.8%.

KEY SKILLS AND COMPETENCIES

- Comprehensive knowledge of Word, Excel, PowerPoint
- Ability to work well with numbers and analyze complex data
- Ability to work in a structured and organized manner
- Excellent communication and 'people' skills
- Creative problem-solving skills
- Accuracy and attention to detail
- Good organizational and time-management skills

PERSONAL DETAILS

Date of Birth 5th July 1990
Marital Status Single
Languages English, Kannada and Telugu.
Hobbies Sports, Listening to Music and reading books.

I hereby declare that the above-mentioned details are true to the best of my knowledge
Yours truly
Nanjundachari