

Nagireddy Shiva B.TECH, MBA.



About Me



8 Year's Experience



July 13, 1992



Hyderabad, Telangana



Passport No - L4038711



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shiva.reddy1241@Gmail.com

BUSINESS UNIT HEAD

Result oriented, ambitious and energetic sales professional in Revenue Generation through tele and field sales, Team management, Sales strategy, Lead generation, P/L Management, consistently exceeding branch sales goals, resulting in annual increase in profit of Organization. Expertise in Corporate, B2B & B2C Seeking to leverage my proven track record to fulfill the Zonal sales management.



Profile at Glance

- Familiarity with all aspects of Customer Relationship management (CRM) and Lead generation
- Ability to cope with dynamic market condition and develop sales strategy accordingly
- Expertise in Managing Sales / Marketing / Telemarketing Managers and Relationship Managers / Team leaders / Executive / Supervisors
- Expertise in Developing a branch from Initial Startup, Staffing, Training and development, P/L Management and People Management.
- Highly Professional in maintaining a strong interface with internal departments such as Operations, Product Management and Analytics for enhancing the deliverables



Education

Executive Master in Business Administration

Operations Management
ISBM University

Bachelor, Technology (B-TECH)

Electronics and Communication Engineering
J.N.T. U Kakinada University



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Work Experience

MAHINDRA HOLIDAYS AND RESORTS INDIA LIMITED

November 2021 – Present

Business Unit Head

Hyderabad, Telangana

- Leading and managing the Branch Business - Sales (Volume & Value), Marketing, Telemarketing, Revenue, in accordance with the branch objectives across allocated State
- **Sales:** Driving Revenue through a team of **Sales / Marketing / Telemarketing Managers and Relationship Managers / Team leaders / Executive / Supervisors.**
- **Marketing & Telemarketing:** Product promotion, Digital and offline lead funnel management, budget allocation for cost of marketing tie-ups and managing large outbound telemarketing setup.
- **People:** Building capability for higher productivity matrix through continuous L&D program. Mentoring and assessing performance and productivity, talent development through regular feedbacks, coaching and trainings.

INDIAMART LIMITED

May 2018 – November 2021

Branch Manager (Corporate, B2B)

Hyderabad, Telangana

- Monitoring and analysis of key data of Complete Hyderabad Region including sales figures, sales personnel, productivity ratios and clients work status and receivables.
- Responsible for Revenue generation over Tele and Field sale, P/L Management and CRM activities
- Handling a Branch of **50 On roll** employees which includes Sales Managers, Assistant managers, Senior Executives and Executives
- Responsible in Training and development, Staffing and People Management
- Accurately forecasts weekly, monthly, quarterly and yearly revenue streams
- To have a strong interface with internal departments such as Operations, Product Management and Analytics for enhancing the deliverables.
- Responsible for managing Operations (quality of service & escalations) in the marketplace and ensuring high quality of customer experience.
- Travelling with team to field and training low performing executives on field and make them reach target
- KPI 'S - Lead Generation, Tele calling, Meeting client and Deal closure and service for 3 months

LG POLYMERS INDIA PVT LIMITED

November 2016 – May 2018

Sr Business development executive (Corporate, B2B)

Visakhapatnam, Andhra Pradesh

- Handling a Team of **6** members of Respected Area Allocated
- Utilizing sales and marketing tools to create brand awareness in the market
- Training team members before going to field in sales strategy and taking retrain of team members
- Maintaining professional internal and external relationships that meet company values.
- Daily attending the meeting generated by Self appointment generation on time basis
- Working on Weekly sales, Monthly sales and Quarterly Sales



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- Training people on sales(LOA), Problems handling with different customers, different Presentation with different people and how to convert the presentation into sale
- Planning sales Target as a Team, executing with team and Meeting the required target set by company
- Generating own leads by visiting directly and closing the deal on presentation
- Travelling to different cities with Team members and Generating double the sales of normal sales
- Direct sales,B2B sales Door to door Marketing, commercial Marketing, corporate sales,



Skills& Certificates

- Certified **Social Media Marketing** from Hubspotacademy
- Certified **Email Marketing** from Hubspot academy
- WERP,MERP,CRM, Lotus Notes
- Dos, XP (MS – Word, Excel, Power point

Declaration

I Nagireddy Shiva, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Nagireddy Shiva



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