

Anireddy Kiran

Expert in Corporate Sales

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OBJECTIVE:

Take part of an organization to exhibit my knowledge and skills to increase the sales volume as per set targets.

SUMMARY:

A competent professional with **15+ years** of experience in the areas of Sales & Business Development, Operations Management, Client Relations, Marketing ,Sales strategy, Customer Relationship Management(CRM),P&L, Negotiation ,Transition Management, Team Building & Key Account Management and Risk Management.

Industries

FMCG, Telecom, Transport, Logistics and IT sector.

Demonstrated Skills:

- Sales
- Marketing
- Business Development
- Client Relationship Management
- Team Management
- Vendor Management
- Risk Management

Inherent Skills: Negotiation, Flexible, Analytical Skills and Decision making skills, Perseverance and Inter-Personal Skills.

Key Clients: Air India, Accenture, CCMB, CDFD, Sun pharma, Pepsi, Tata Teleservices, Eris Pharma, Indian School of Business, Dell, Persistent Systems, CII, ICRISAT, United Breweries, Dr. Reddy's, Aurobindo Pharma, Cognizant, Real page India Pvt Ltd, Kantar, Invesco, Alcatel Lucent, Indain Business School, Hitachi Consulting, Bank of America, E&Y, Electronic Arts, C3i, Opentext Technologies, Novartis, Capital IQ, JDA Software, ICICIBank, Skyes , Highradius Technologies, Shure Technologies, KARVY, TetraSoft Technologies, Virtusa Polaris etc....

WORK EXPERIENCE:

General Manager-Sales&Marketing, KVR BEST PROPERTY MANAGEMENT PVT LTD. Jun 2021-Till date

KVR Best is a Professionally Managed Integrated Facility Management Company in India since 2003.As 5 office locations in India, also operates in Goa under the registered name incepted in July 2021 with motivated team of 85 Supervisory and Managerial Staff. More than 50% are technically & professionally qualified and operating on self-performing model & employed more than 3000 people on Direct Payroll.

- ✓ Acquire new clients in the specified region/market.
- ✓ Develop and implement effective sales strategies.
- ✓ Leading National wide sales team members to achieve sales targets.
- ✓ Establish productive and professional relationships with Current and potential clients.
- ✓ Negotiate with clients and customize the proposal as per the requirements.
- ✓ Understanding the client requirement and evolving correct solutions through proper survey.
- ✓ Developing prospective clients across various sectors.
- ✓ Taking care of P& L, Client Relationship, Risk Management and Vendor Management.

***General Manager-Business Development, PADMAVATHI HOSPITALY&FACILITIES MANAGEMENT SERVICE.
Dec 2016-Dec 2020-Hyderabad***

PHFMS incorporated in the year 2006 and has its core business focus in Complete Facilities Management services, covering In-house services like Integrated Facilities Management, Mechanized Housekeeping, Security Service and Technical Operation & Maintenance, managing Over 30 million sq.ft. Nationwide with a projected financial turnover of about 300+ Cr.

- ✓ Create proposals with pricing, timelines, forecasts, resource allocation plans, and financial impact.
- ✓ Taking care of entire branch operations, P& L, Client Relationship, and Vendor Management.
- ✓ Meeting clients & understanding their requirement in terms of scope for Facility management service.
- ✓ Develop sales presentations, proposals, and other sales documents.
- ✓ Coordinating & negotiating with various vendors & working out the best commercial for client.

Regional Sales Manager, MTAP TECHNOLOGIES PVT LTD.

Jan 2016 – Nov 16 - Hyderabad

MTAP Technologies (a Spin off - San Jose based iOPEX technologies) is a product development company that focuses on Location Based Services and Internet of Things.

Product: SAFETRAX - The Only End to End Transportation Automation system in India, a combination of Hardware & Sophisticated Software, supported by Mobile apps for Android & iOS.

- ✓ Responsible for New Business Initiatives via Sales / Service for Software solutions.
- ✓ Developed/maintained prospects and managed existing and new customer's.
- ✓ Managed the entire sales process from identifying prospect to closing Service Level Agreements.
- ✓ Demo presentations to senior management team.
- ✓ Supporting marketing team with new ideas to achieve sales growth.
- ✓ Competitor Analysis.

Sr. Manager sales & client Relationship, LEEWAY LOGISTICS LTD.

June 2014 – Dec 15 - Hyderabad

Leeway Logistics Ltd. is one of the leading third party logistics (3PL) companies in India. It provides integrated Logistics and People Transport solutions to companies across various industries such as automotive, retail, e-commerce, telecom etc.

- ✓ Generated new business identified potential market as a sales penetration strategy for employee transportation needs.
- ✓ Generated leads through Cold Calling, Client References, E-Mails, Tele - Calling.
- ✓ Interacted and liaised with respective HOD and Branch Managers for in-time delivery of the services as per the SLA's.
- ✓ Periodic follow up and visits to the signed corporate clientele to generate agreed revenue and increase in the usage of the services to occupy maximum share in their transportation expenditure.
- ✓ Effectively managed customer relations through serving client complaints and catering to their transportation needs to ensure maximum customer satisfaction and retention.
- ✓ Retained and developed existing client relationships that result in new business leads and maximizing client revenue potential.

Asst. Manager-Corporate Sales & Client Relationship, MERU CAB COMPANY PVT. LTD. April 2011- May 14 – Hyderabad

Meru Cab Company provides a radio taxi service in four key metros of India - Mumbai, Delhi, Hyderabad and Bengaluru and operating in 23 cities in India by providing reliable – GPS/GPRS enabled technology travel experience to consumers at touch points with valued customers and employees.

- ✓ Successfully handled 50+ clients from different industries, govt. organizations, NGO's, and event management companies.
- ✓ Headed entire corporate sales vertical at both corporate and retail level.
- ✓ Contributed revenue of 2.5cr annually with an average of 20lac per month revenue to branch targets.
- ✓ Ensured timely collection as per company policies.
- ✓ Maintained excellent relations with clients/customers to generate revenues for further business.
- ✓ Monitored competition activities and devising effective counter measures.
- ✓ Achieved 115% growth with zero credit risk and accumulated 5% growth year on year.

Asst. Corporate Sales Manager, REAL VALUE ENTERPRISES- Channel partner for Airtel Ltd. Aug 2009 – Dec 10 – Hyderabad

Responsible for planning, forecasting and implementation of sales plan, achieving sales targets, leading team, identify and develop relationships with corporate clients.

- ✓ Increased the sales by acquiring new clients in the given region/territory.
- ✓ Maintained excellent relationship with existing clients.
- ✓ Recruited sales executive and trained.
- ✓ Launched new schemes and ensured their awareness.
- ✓ Market Information and MIS.

Territory Sales Officer, SELECT ENGINEERING & SYSTEMS

June 2007 – July 09 – Hyderabad

SELECT is one of the reputed and leading Cooling & telecom solution provider in Hyderabad and offers trusted Voice, Video & Data solutions to cater business needs, offers high end tailor made cost effective telecom solutions backed up with excellent after sales service support.

- ✓ Acquired new corporate clients and achieved the sales / revenue targets in the specified region / market.
- ✓ Maintained excellent relationship with clients.
- ✓ Timely collection of revenue from clients.
- ✓ Developed new ideas to achieve sales growth.

QUALIFICATION:

MBA University of Southern Queensland, Sydney, Australia	2005
MSC Rani Rudramadevi PG College, OU University, Hyderabad	2002

PERSONAL DETAILS

Nationally Indian
Date of Birth 10/04/1979

For details and references, please get in touch via email or phone.