**Srikanth Godesi** -

**Hyderabad.**

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Highly organized individual known for adding value to fast-paced organizations. Exceptional accomplishments in sales, marketing research and events management across telecommunications, network and supply chain management. Exceptional process management and organizational skills. Thrives on new challenges, managing demanding assignments and at ease developing new procedures and standards

**PROFESSIONAL EXPERIENCE**

* CPaaS Platform Sales (SMS, Voice Numbers, SDK’s) & Application Sales
* B2B and B2C Sales,
* Cold calling & Lead Generation,
* Product presentation and commercial negotiations
* VAS & Enterprise solutions,
* Payment gateway solutions
* Business Intelligence (BI),
* Data Analytics,
* Go TO Market with ATL/BTL Promotion,
* Team Management,

# **Projects / Experience**

* An astute & result oriented professional with nearly **14+ Years** of exhaustive field experience in Sales (CPaaS Platform & White Label Apps), Business Development & Marketing, Product Promotion, Distribution Management & Team Management.
* Attained proficiency in expanding the sales in **USA, Canada, UK and Africa.** Handling the **CPaaS** **Platform** **Sales (SMS, Numbers, and SDK’s), Application Sales, Cloud Communication Sales & Platform sales** across **Globe**.
* Skills in developing relationships with key decision-makers in target organizations for revenue.
* Flexible attitude to cope up with the changing situations and emerging with enhanced performance.
* Trained in various leadership, sales management and financial planning module
* Excellent interpersonal, analytical and negotiation skills.

**Highlights**:

* Best performer award for achieving 156% FY 20-21
* Achieved **Star Award of the quarter** continuously 3 times for last 3 quarters .

**Domain Skills**

* Sales, Marketing & Business Development
* Hands on experience on CPaaS platform (SMS, Voice, Numbers & SDK’s), Unified communication Management, White Label VOIP Apps.
* Acquiring new clients and negotiating with them for securing profitable business.
* Forecasting sales targets and executing them in a given time frame thus enhancing client.

# **Sales**

* Handle Presentations, Product demos and interaction with all key people and convince them implicitly, closing the case keeping all the major aspects in front and increased sales growth.

**Channel Management & Distribution**

* Planning & Developing and appointing new business partners to expand product reach in the market and working in close interaction with the dealers and distributors to assist them to promote the product.

**Client Relationship Management**

* Managing customer centric operations and ensuring customer satisfaction by achieving delivery and service quality norms.
* Identifying improvement areas & implementing measures to maximize customer satisfaction levels.

**Team Supervision**

* Monitoring, recruiting, training & motivating the manpower and providing direction to the sales team for ensuring optimum performance and enhancing their professional and soft skills.
* Analyzing the performance of team members for assigning targets on a regular basis.

**Career Mission**

* To set the Business Operations & manage resources and achieve the goal as a Leader
* **Voxvalley Technologies Pte Ltd - Hyderabad (January-2020 to Present**)
* Experience of 2+ years in Voxvalley Technologies Pte Ltd as Manager.
* Attained proficiency in expanding the business operations and sales in **USA, Canada, UK & Africa regions.**

# **Significant Achievements**

* Closed minimum of 50 White label Apps & couple of CPaaS Platform deals in the last couple of years from **USA, Canada, UK & Africa regions.**
* Achieved more than 100% target assigned to me & to my team.
* Achieved **STAR PERFORMER - Sales** of the Quarter continuously for Q1, Q2 & Q3 in 2021.
* **Netxcell Limited - Tanzania (April-2012 to January-2020**)
* Experience of 7+ years in Netxcell Limited as Manager.
* Attained proficiency in expanding the business operations and sales & marketing activities in **TANZANIA, Nigeria, and Cameroon** and handled **Sales** across **East Africa**.

# **Significant Achievements**

* Adding new African Markets with decent revenue volume for Netxcell in 7 Years including **Nigeria, Tanzania, and Cameroon** & in process. **Generating USD 30K MOM** and make almost **USD 1 Lac in Capex model** solutions in last 12 months.
* Live with
* CVM solution Grey Box (Analytical Smart Campaign Manager)
* RRBT (reverse ring back tone)
* IVR & USSD services in Tanzania
* SMSC & roaming solution in Nigeria
* WAP Portal in Cameroon Market.
* IVR services in Burundi
* Setup local office in Tanzania. Setup team and hired 3 people in newly acquired region.
* **One97 Communications (May**-**2011 to April-2012**)

Experience of 1 year in One97 Communications as Assistant Manager.

* Handled sales & Account Operations for Uninor –AP
* Evaluating project cost / benefits analysis at project decision points.
* Finalizing requirements and specifications in consultation with Operators collaborators / promoters.
* Participating in project review meetings for evaluating project progress.
* Establishment of project implementation methods and procedures including network resource allocations.
* Monitoring the Project to meet the committed Timelines.
* Responsible for all technical issues / fault diagnosis at BTS sites. Good knowledge of end-to-end testing the performance of the individual tributaries.
* Planning, coordinating and execution of field activities.
* Provisioning of O & M scheduled report.
* Co-ordinate with team & ensure timely resolution of technical issues.
* **Voice Gate India Technologies**. **(Oct-2008 to May-2011)**

Experience of 2.7 years in Voice Gate India Technologies as **Sr.VAS Associate**

* Handled Accounts & operations for VAS services of Airtel - AP and Docomo
* Coordination with Product Team for getting renovation of live services time to time for changing prompts & flow according to the need of the market.
* Analyzing Data & generating reports for increasing ARPU.
* Planning and implementations of VAS Promos by Data Segmentation.
* Data Segmentation for VAS Products taking REC, VLR and ZU base under consideration.
* Root cause analysis and Data segregation for various VAS Products.
* Responsible for Planning & Execution of Monthly VAS Promotional Plans.
* Responsible for achieving Targets of VAS Acquisition through OBD and SMS.
* Coordination with Vendor for getting renovation of Live Services from time to time.
* Maintaining different VAS Revenue dashboards on daily basis.
* Dashboards on conversion done against the Promotions Planned.

**Skill Profile**

* Sales & Business Development experience.
* Understand Sales and business development process. Identify opportunities to sell and to promote Managed Services.
* Revenue achievements and dealing clients regarding revenue set and Invoice clearance.
* Involve in Campaign management and promotional deals for selling the products.
* MIS Report generation and analysis.
* Knowledge of how operators function, what drives / impacts their business and help them to achieve goals, both internally and externally and also understand how can meet their needs.
* Anchor ideas and involve all participants to achieve exceptional results. Create ‘we-spirit’, ownership and guidance.  Division of tasks, responsibilities and authorities in the organization so that tasks are solved and decisions are taken in the most appropriate way.
* Promote cooperation between different groups of colleagues and external contacts. Utilize the efforts of the team to achieve common goals.

**EDUCATION**

**Graduation** : B.Tech (Information Technology)

Institution : JNTU

Year of Passing : 2006

**HSC**

Institution : Dr.Sarvepalli Jr College, Khammam, A.P

Year of Passing : 2001

**COMPUTER SKILLS:**

End User Application : MS-Windows & MS-Office

Client/Server Technology : Visual Basic 6.0

Web Programming : HTML

Programming Languages : C and OOPS using C + +

Knowledge in Hardware

Date Base : Oracle 8i, SQL, MySQL

**PERSONAL DETAILS:**

Date of Birth : 29 June, 1984

Gender : Male

Linguistic Skills : English, Hindi, Telugu.

Father’s Name : G.Nageshwar Rao

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

**DATE:**

**PLACE:**

(Srikanth)