

## **RESUME**

**Lakshmana Rao.M**

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### **Objective :**

To be associated with a progressive software organization, to achieve greater heights in a professionally charged environment where there is an emphasis on learning and opportunity to take path in the growth for the organization as well as myself.

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### **Work Experience:**

**Ayur Rekha ayurvedic nilay,Marketin and Sales Manager, Samalkota- February 2016 to March 2017.**

Worked as Manager for Marketing and Sales in Ayur Rekha Ayurvedic Company-at Samalkota and

all over Kakinada –Health and food supplement products.

- Handling Ayurvedic medicines and food supplements.

### **Responsibilities:**

Recruiting sales executives for various areas.

Explaining about the product results along with brochures .

Team work to achieve maximum sales and product distributing throughout rural areas and city .

Conducting camps for promotional activities and awareness about ayurvedic products.

Identifying the areas to advertise Hoardings, flex and stickers to reach new customers.

**K.S Food Services, Madhapur Hyderabad, Sales Incharge, August 2013 to June 2015.**

Worked as Sales Incharge-at Madhapur “K.S.Foods –Distributing Snacks, Cool Drinks, Tea and

Coffee for Software and Financial Companies.

-Handling Total Sales in Restaurant.

**Responsibilities:**

Arranging materials and goods which is need daily in Restaurant.

Verifying the daily sales and re-ordering the goods.

Volume of all the sales like snacks, cooldrinks, fast food and hot beverages etc.

Maintaing Clenliness and Good Relationship with customers.

Handing over the total cash to owner.

**Mate-Vision Computer Education, Marketing Executive, from April 2008 to March 2009.**

Worked as Marketing executive -at Kakinada , "Mate vision -computer education Materials, A  
Subsidiary of IL&FS".

- Handling Computer Education Books, all subject CD's and projectors.

**Responsibilities:**

Creating awareness about computer education, and supplying innovative computer learning solutions for pre-primary elementary, and secondary education and Accessing training programs to the teachers.

Marketing computer learning IT skills books, multimedia syllabus based content CD's.

Marketing and sales of k-yan, K-YAN is an integrated community computer, which can work a computer, projector, television.

**Venkata ratna Agencies, Kakinada, sales Executive, February 2003 to April 2005 .**

Worked as Sales Executive-at Kakinada "Venkata Ratna Agencies-Distributor for Cadburys India

ltd ,Britannia Industries ltd."

- Handling Food & Confectionery Products.

**Responsibilities:**

Working with distributor network in East Godavari District.

Plan to achieve maximum sales and optimum distribution of Company products.

Maintaining Good relation with the channels by sending them Special gifts and greeting on festivals.

Collection Targets by conducting different promotional activities.

Informing the distributor ensuring the availability of the product to avoid stock outs.

**Total Experience :**

6 Years experience Including Marketing and Sales

**Professional Qualification :**

Multimedia in Xplora design skool.

Completed professional SAP-SD module (ERP).

**Academic Profile :**

Master of Business Administration (M.B.A- HR &Marketing) from Andhra University.

Bachelor Degree in Arts from Andhra University.

**Technical Skills :**

Ms-Office from CMC.

Fine in Photoshop and Video editing.

Basic Hardware skills and internet concepts.

**Personal Details:**

Full Name	:	LakshmanaRao. M
Date of Birth	:	01-02-1984
Gender	:	Male
Marital Status	:	Single
Nationality	:	Indian
Languages Known	:	Telugu, Hindi and English
Present Address	:	D.no.4-219/1 Srinivas nagar, 3APSP(post),Kakinada-5

**Declaration:**

I hereby declare that all the information given above is true and to the best of my knowledge. I am looking forward for an enriching and rewarding experience in your organization.

Place: Kakinada

Date:  
rao.M

Lakshmana