

RaghavendraReddy Thummala

Email: raghava.r4u@gmail.com

Phone: +91 8867449527

IT PROFICIENCY

Good In - MS Office.

Statistics

R

Basics - Digital Marketing

SQL,

MS Visio & MPP

SAS Basic

PROFESSIONAL SUMMARY

Post graduate with an engineering background having 11 months of experience in Market Research & Inside sales. Having sufficient knowledge in stats tics, Now I am Actively Looking Jobs on **Data analyst /Search Analyst** position with an ambitious company.

- Attended Certification course on Advanced **Business analytics** in **IIT-Hyderabad**.

Build models using R tool on Liner & logistic Regression, Clustering, Time series analysis, Market basket analysis, Text mining

ACADEMIC QUALIFICATIONS

PGDM - Marketing	ISTTM (International school of Telecom & Technology Management)	7.21 CGPA	2013
B-Tech (ECE)	Sri Prakash College of Engineering (JNTUK)	71%	2011
INTER	Sri Chaitanya Junior College	91%	2007
SSC	Sri Vaniniketan School	87%	2005

AREAS OF INTEREST

Business Analytics

Digital Marketing

Pre-Sales

Telecom

PROFESSIONAL EXPERIENCE

HYDUS Technologies (India) Pvt. Ltd.

BDE (Business Development Executive)

Hyderabad

(October 2013 – May 2014)

- My prime objective of this role is **generating leads** (Hoovers, LinkedIn, Zoom info etc),fixing meetings , **Preparing discovery's** & analyzing the weekly and monthly performances using excel sheets maintaining the huge data of prospect Information in **sales force &** Cold calling

MANAGEMENT FORTE

Linked in

Hoovers

Data connect

Pinterest

SOTL Global (Internship)
Market research

Hyderabad

(July 2013 – Sept-2013)

- Generate prospective information of International Students from Middle East and Europe for Technical Certifications and job opportunities in India.

SYNOPSIS

- **Analysed case studies** for a business problems on R-tool when undergone training through IIT-H
- Having statistical knowledge (ANOVA,Regression &Correlation) and implemented stat functions On **Excel tool**.
- Certified Telecom Business Professional from various corporates like ZTE & BSNL.
- Good presentation, interpersonal and marketing Skills
- Basic knowledge and experience using tools like Database CRM, MS Outlook, and MS Excel.

PERSONAL SKILLS

Learn new things

Quick learner

Optimistic

Team compatibility

PROJECTS

- Analysis of the Techno - Economical challenges faced by Indian Telco's in expanding 3G & 4G Mobile wireless capacity
- Worked on various **Data analysis worksheets** using Excel as a part of case study. Used tools like Regression Analysis, T-test. IF clauses (Basic Level analysis)
- **Market and Financial feasibility** study on the business idea "Laptop cum projector" as a part Of Entrepreneurship Development Programme.

PERSONAL DETAILS

DOB: Nov 26, 1989

Location: Bangalore

Languages: English,

Telugu

EXTRA-CURRICULAR ACTIVITIES

- Elected as College Representative for **External Affairs** at ISTTM, I have initiated and participated in social events, was involved in promotional activities
- **Coordinator** for Sports in sputnik-2k9 & 2k10 at Sri Prakash college of Engineering
- **Event Organizer** For farewell & robotic workshop at our college

References will be provided upon Request

(T.RAGHAVENDRA REDDY)