**E REDDY NAGENDRA**  
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📍 Tirupati, Andhra Pradesh

**Professional Summary**

Results-driven Business Development and Sales Professional with 3+ years of experience across FMCG, retail, and enterprise sectors. Proven expertise in lead generation, client acquisition, strategic sales planning, and cross-functional coordination. Adept at identifying new business opportunities, maintaining client relationships, and exceeding revenue targets. A fast learner with excellent communication skills and a strong understanding of market trends and competitive landscapes.

**Professional Experience**

**Enterprise Sales Officer**  
**Jio (Reliance Retail Ltd.)** — *Andhra Pradesh*  
**Aug 2024 – Mar 2025**

* Onboarded and managed enterprise clients, achieving sales targets for mobility, IoT, broadband, and cloud solutions.
* Generated leads via cold calls, networking, and market visits.
* Reported sales performance and provided market feedback.

**Production Coordinator**  
**Hollywood Digital VFX Studios** — *Hyderabad*  
**Mar 2022 – Feb 2024**

* Managed production schedules and tracked deliverables across teams.
* Tracked shot progress, version control, and feedback for client deliverables.
* Coordinated across departments and acted as liaison between artists and production team.

**Business Development Executive (FMCG)**  
**Walmart India Pvt. Ltd.** — *Andhra Pradesh*  
**Jul 2019 – Mar 2022**

* Spearheaded FMCG sales initiatives, leading to YoY revenue growth.
* Developed strategic sales plans to expand retail client base in competitive markets.
* Built strong client relationships, improving customer retention and loyalty.
* Collaborated with marketing and product teams to drive promotions and new launches.
* Delivered product demos, drove in-store activation, and closed high-value deals.

**Education**

**MBA** – Finance & Marketing  
Jawaharlal Nehru Technological University, Anantapur – *2018* // 75%

**B.Com (Computers)**  
Sri Venkateswara University – *2016*  // 70%

**Certifications**

* Business Development Certification
* NSDC: Retail Trainee Associate
* Tally ERP 9
* NI-MSME: Entrepreneurship & Skill Development in Biotechnology
* Career Planning & Preparation (Campus 2 Career Program)
* Rastriya Hindi Pratibha Parikshit

**Key Skills**

* Sales & Business Development
* Client Relationship Management
* Lead Generation & Negotiation
* Market Research & Analysis
* Sales Strategy Development
* FMCG Market Trends

**Technical Skills**

* Microsoft Office (Excel, PowerPoint, Word)
* Tally ERP 9
* CRM Tools (basic familiarity)

**Languages**

* English, Telugu (Fluent – Read, Write, Speak)
* Hindi (Read, Write)

**Declaration**

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

Date:

Place: