

Kokkiralala Geetha Bhavani

Email ID: geethaghs51@gmail.com

Contact: +91 82973 14875

LinkedIn: <https://www.linkedin.com/in/geetha-bhavani-a42a42171>

Professional Summary:

Experienced and driven inside sales professional with a proven record of accomplishment of exceeding targets and driving revenue growth. I possess a deep understanding of the sales process and a talent for building strong customer relationships. Adept at identifying opportunities in a competitive market. Exceptional communication skills, coupled with a keen ability to understand and address customer needs. I am seeking to leverage my expertise and passion for sales to contribute to the ongoing success of a dynamic and customer-focused organization.

Professional Experience:

- ✓ Worked as Demand Generation Executive in Clove Technologies Hyderabad from November 2023 to February 2024.
- ✓ Worked as Demand Generation Executive in Quality Matrix Group, Hyderabad November 2022 to October 2023.

Roles & Responsibilities:

- I do market research collecting the data by using various tools like, Google, Sales Navigator, and Zoom Info etc.
- Lead Generation.
- Targeting the right point of contacts through Emailing and Cold Calling to generate leads.
- Currently working for the USA for different states.
- Apply Business Analytics to understand the market research analysis for the clients.
- Create and maintain the database of target customers.
- Identify opportunities by speaking to customers, understand their requirements, educate them on service offerings and narrow down possible opportunities of collaborating.

Professional Skills:

- Lead Generation
- Marketing Strategies
- Business Development
- Inside Sales
- Customer Relationship Management
- Team Management

Technical Skills:

Proficient in Microsoft office tools like MS excel, MS word, & MS Powerpoint.
CRM tools like Zoho, Zoom Info and Hubspot

Academic Profile:

Qualification	School/College	Board/University	Year of Passing	Percentage/ CGPA
MBA (Marketing/HR)	Adikavi Nannaya University Campus, Tadepalligudem	Adikavi Nannaya University, Rajamahendravaram	2020-2022	7.5
DEGREE B.Sc. Computer Science (MECs)	Sri Vasavi degree college, Tadepalligudem	Adikavi Nannaya University,	2016-2019	7.8 CGPA

Personal Details:

Name : Kokkiralala Geetha Bhavani

Father's Name : Kokkiralala Rambabu

Date of Birth : 22-06-1999

Nationality : Indian

Languages Known : English, Telugu

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I hereby declare that all the details furnished above are true to the best of my knowledge and belief.

Hyderabad

(K. Geetha)