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**R.SANDEEPGOUD**  **Email**: [r\_sandeepgoud@yahoo.com](mailto:r_sandeepgoud@yahoo.com)

**Mobile No:** 9700308091



# CAREER OBJECTIVE

Seeking a professional environment that provides new chapters of learning experiences & challenges that would entertain my career and in the process adding the best possible value to my organization

# CAREER HIGHLIGHTS

**Yash Technologies Private Limited**

**Inside Sales Exceutive December 2015 – January 2017**

* Conducting Internet based research to find opportunities and also to gain basic understanding about Company’s line of business.
* Efficient knowledge on the data generation online tools like Manta.com, RainKing, data.com, Zoom info, Lead411, and Hoovers.
* Responsible for generating new business opportunities to the company through Cold calling and Email Marketing for the North American Region.
* Communicating with various IT decision makers of different vertical industries, understanding their IT needs and showcasing the expertise of the company.
* Coordinating conference calls between respective internal team and external stake holders & IT executives for business opportunities
* Maintaining the database and relationships with the clients through follow ups and generate a pipeline with the prospects.

**Progressive Digital Media**

**Market Research Executive September 2014 – December 2015**

* Conducting extensive market research through secondary research and primary research using various search engines and cold calls to create reports on the construction projects for the **Construction Intelligence Center**.
* Updating day to day reports on the construction projects of different geographies to enable accurate information to the clients.
* More focused on LinkedIn, Google to gather the required key contact information of the stake holders involved in the construction projects.
* Providing client queries on the updating of the construction reports.
* Experience in interacting with Project Managers undertaking the construction works for the North America Region, Europe Region, MENA Region, Asia-Pacific and knowing the current status.

# CORE COMPETENCIES

* Market Research
* Contact Intelligence
* Lead Generation

**ACADEMIC DETAILS**

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| --- | --- | --- | --- |
| **University** | **College** | **Course** | **Year** |
| Osmania | Aurora’s PG College | MBA (Marketing) | 2014 |
| JNTUH | MLRIT | IT | 2010 |
| BIE | Sri Chaitanya Jr College | MPC | 2005 |
| ICSE | St.Joseph’s Public School | Tenth | 2003 |

**PROJECT DETAILS**

**Topic:** Impact of Social Media Marketing.

**Description:** Social Media Marketing is a growing business in Indian market. The usage of internet services as grown immensely popular among younger generation and growing Social media sites like facebook, twitter have become a tool for the organizations a tool to market their product and attract larger consumers throughout the world.

# PERSONAL DETAILS

**Address**  **:** H.no 3-4-760/4,

Barkathpura,

Hyderabad,

Telangana-500027

**Date of Birth :** 24th December 1987

**Hobbies : S**urfing web, playing cricket,Playing Xbox games

**Languages :** English, Hindi, and Telugu

**DECLARATION**

I hereby declare that all the information provided is true to the best of my Knowledge.

**R.SANDEEPGOUD.**