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| Marri Raghavendra Rao (Roy)  Seeking a position as a Sale Executive where I will be able to provide to the company’s sales mission by offering a keen understanding of best sales practices. | Plot no 102, MIG 3, Phase 3, VUDA Colony.  Cantonment, Vizianagaram  (953) 368-2999, raghuslogin@gmail.com |  |  |  |
| EXPERIENCE **Dynamics eShop Inc**, Hyderabad  Business Development Manager  May-2019 – Present  **Tecordeon Software,** Hyderabad  Business Development Manager January 2018 – May 2019Miracle Software Systems Inc, VisakhapatnamSenior Business Development ExecutiveFebruary 2015 - December 2017Karvy Comtrade Limited, VisakhapatnamClient Relationship ExecutiveMarch 2013 - January 2015VIRGIN India Private Ltd, VisakhapatnamSales ExecutiveFebruary 2011 - December 2012EDUCATIONGITAM Distance Education, VisakhapatnamMBA MarketingSBK Degree College, VizianagaramB. Com, Computers | SKILLS Have completed Diploma in Multimedia from **Image Multimedia,** located at Visakhapatnam. STRENGTHS Strong Interpersonal and Communication skills  Ability to work in a team with diverse backgrounds.  Strong commitment to quality  Willing to learn and adapt to new opportunities and challenges. EXTRA CURRICULAR ACTIVITIES Won in Debates, Extempore, Essay Writing etc  Voluntary participation in Red Cross First Aid Camp  Behalf of company participated in Education Campaign in a village |  |  |  |
| MY ROLES AND RESPONSIBILITIES as Business Development Manager inTecordeon and Dynamics eShop. Strategic development and implementation of the business development activity in United States. The Individual in this role will support and building customized business plans and predictable sales engagement processes. Building lasting partnerships that add value to clients, Initiated and developed new partner relationships, providing strategic alliance and business opportunities.  Cold Calling, Data mining, finding out key decision makers in all verticals using the LinkedIn sales navigator, identifying potential opportunities, Vendor registration and working on the opportunities with management. Strategize ways to build market share, increase revenue through innovative developments. MY ROLES AND RESPONSIBILITIES as Sr Business Development Executive inMiracle Software Systems*.* I used to speak with all levels of IT and LoB people especially with C-Level people to know their challenges and share our services and convey right message about, what value add we can provide them in the areas of e-Commerce / ERP / Big Data, BI / QA & Testing / EDI / B2B / SOA / BPM or in overall Integration space.  **ROLES AND RESPONSIBILITIES** as Client Relationship Executive inKARVY*.*  Building and maintaining relationships with clients and handling portfolios of Retail/ HNI clients for Commodities. Acquire customers for the organization. Responsible for identifying customer needs.  We are a global research and advisory house with over 45 years in the commodities industry.  We love building relationships with clients and customers. Working across their major commodity subscriptions this role will require helping on-board new customers and making sure they receive the best service possible. ROLES AND RESPONSIBILITIES AS Sales Executive in VIRGIN India. My Role is to Promote products to sell in big chain store. Sells products by establishing contact and developing relationships with customers.  Organizing sales visits. Demonstrating and presenting products. KEY SKILLS Have good skills in understanding of cold calling, lead nurturing and lead generation methodology.  Have strong expertise in identifying prospective customers/Leads.  Experience in working with US clients and gathering their requirements.  I can build and maintain cordial, long-term business relationships with new and existing clients.  Have ability to interact with people effectively and professionally at all levels of management.  As any CV has its limitations in the amount of information it can convey, it would be great to meet in person. If you need any additional information before arranging an interview, please call me on **953-368-2999**.  Thank you for your time and consideration. Thanks & Regards | |  |  |  |
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