**CURRICULUM VITAE**

🖂 **:** [vishnubhuma@gmail.com](mailto:vishnubhuma@gmail.com)

**VISHNU B** 🕿 **:** +91-9291431348

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| **Career Objective** |

**To associate with an organization that will utilize my skills and knowledge in all aspects and provides me the best opportunities to upgrade myself.**

**WORK EXPERIENCE:**

1. **Sri Balaji Anand Chemicals as Marketing Manager (May 2019-Till date) at Hyderabad.**

* **Working as Head Operations Marketing Manager for HSD Division and Chemicals Division in Sri Balaji Anand Chemicals.**
* **Corporate Sales marketing & Major Mining Industries and Pharma Division and Cement Industries major Clients and IT Industry.**
* **Conducted market research and analyzed current trends; created content for various social media platforms.**
* **Worked on implementation of new marketing strategies and campaigns; generated monthly marketing reports on the result of campaigns.**
* **Pro-actively participated in weekly team meetings and contributed to brainstorming and idea generation.**
* **Supported the Chief Marketing Officer with any tasks as assigned.**

1. **Leather Techniques Ltd Working as Operational Manager (May 2017 –Feb 2019) at Lagos Nigeria (West Africa).**

* Worked as **Operations Manager** in leather Techniques Ltd.
* **Corporate Sales Marketing Manager & Warehouse Manager & Logistics & Administration, Facility Management in Lagos, Nigeria.**
  + **Increased Sales close rate from 39% to 70% 2017 to 2018**
  + **Created new advertising campaign for LTD ,with 40% increase in sales 2017 to 2018**
  + **Mentor, Manage and supervise an inside and outside sales team of ten employees.**
  + **Recommended new contact manager software system to enable more accurate management of sales leads and more efficient tracking throughout sales process.**
  + **Achieved reputation for exceptional customer service and client retention rates.**
  + **Implemented productivity, quality, and customer service standards to attract and maintain client relationships.**
  + **Built Strong customer relationship by understanding the client and their needs, which led to the largest contract in the company’s history.**

1. **RADOS TECH SOLUTIONS Working as SAP Archiving Specialist (November 2014 – March 2017) at Hyderabad.**

* **Worked as Archiving Specialist in RIMINI STREET (Hyderabad) as contract based on SAP and MY ORACLE SUPPORT.**
  + **My Projects: Chi Vita, Phillips, Royal Bank of Scotland, Health care, Major Industries.**
  + **Knowledge in SAP ABAP Technical Skills.**
  + **ERP Technical Support for Software downloading, One-off’s, Advanced Search and Documentation.**
* **Have good knowledge and experience in all Archiving Processes.**
* **Good at searching Patches with in dates from Oracle Site.**
* **Good at preparing Excels for Patch Count.**
* **Good at setting settings in Oracle, and SAP websites to downloads required patches.**
* **Have Good knowledge on all Family Products of EBS.**
* **Updating Excels with locked Patches.**
* **Cross verifying patches after completion of Tasks.**
* **Resolving Technical issues which team facing.**
* **Reporting status of each task to team lead in time.**
* **Have good Knowledge and experience in Sap Software Downloads.**
* **Customer escalation management with some assistance (incidents identified as escalated by software support manager)**
* **High aptitude in problem Solving and customer service excellence.**
* **Team management of resources directly assigned as your responsibility for performance, reviews and general well being.**
* **Manage customer support and problem resolution for one or more applications by monitoring and maintaining case workflows while maintaining client satisfaction.**
* **Performs diagnostics to isolate and determine cause of software performance problems.**

1. **Knoture Technologies Worked as Data Entry Admin (March 2012 to October 2014) at Bangalore.**

* **Role & Responsibilities worked for yellow pages projects for data entry for various clients in India.**
* **Training new employees in the projects**

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| **Educational Qualifications** |

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| **Course** | **Institute** | **Board/University** | **Year of Passing** | **Percentage** |
| **B.TECH(ECE)** | **Institute of**  **Aeronautical**  **Engineering,**  **Hyderabad.** | **Jawaharlal Nehru**  **Technological**  **University (J.N.T.U)** | **2011** | **65.66** |
| **Intermediate** | **Narayana junior college, Nellore.** | **Board of Intermediate Education, A.P.** | **2007** | **85.50** |
| **X Class** | **St.Mary’s high school,Palakollu** | **Board of secondary**  **Education, A.P.** | **2005** | **65.00** |

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| Activities |

* **Presented a paper on CLAYTRONICS at VECTOR-2009, a National Level Technical Symposium Conducted at VNR VIGNAN JYOTI INSTITUTE OF TECHNOLOGY, HYDERABAD.**
* **Participated in PROJECT EXPO conducted as part of VECTOR 08, a National level technical symposium at VNR College, Hyderabad.**
* **Participated in the event POSTERS (IDOLA) in promethean2010, a National level technical symposium at BVRIT College, Medak.**

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| Leadership and Team Activities |

* **Organized the event DA RETRACER in TAKSHATI 2K10, a National level technical symposium held at our college.**
* **An active member and trained many students in a workshop on CONTRAPTIONS held by VR1Forever Charitable trust, a social organization.**

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| Personal Details |

**Name : B. Vishnu Prasad**

**Father’s name : B.V. SubbaRao**

**Date of Birth : 16th May 1990.**

**Gender : Male**

**Marital status : Married**

**Nationality : Indian**

**Strengths : Adaptable, Diplomatic and Hardworking**

**Languages Known : Telugu, English & Hindi**

**Communication Address :13-21, Ramalayam Street, Main Road, Podili.**

**I hereby declare that all the given information is correct according to my knowledge and belief.**

**Vishnu Prasad**