**Kiran Kumar Karamchedu**

**Donor Recruitment & Counselling - Head, Telangana**

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**Summary:**

More than 20+ Years of expertise in various domains including Services, Management and Retail Business with hands-on experience in working with clients in India and abroad. A dedicated and skilled individual with extensive management and organizational skills.

Presently associated with Datri Stem Cell Registry as Donor Recruitment & Counselling Head, Telangana.

Self-motivated with great interpersonal skills along with excellent written and verbal communication skills.

Leader in interacting effectively with all the levels of employees and management.

Ability to learn and quickly grasp new skills anytime.

Readily adaptable to any domain or field according to the need of the hour.

Good community mobilization abilities.

Well versed in the area of business partnering, with an ability to develop and strengthen relationships.

Experience in managing and recruiting a large volunteer base.

Knowledgeable in budget preparation and financial analysis for food services.

Highly skilled in developing outreach strategies and activity plans.

**Experience Summary:**

**DATRI Blood Stem Cell Donors Registry March 2017 – Till date Chennai, India**

**Donor Recruitment & Counselling Head, Telangana**

DATRI is a Not-for-Profit organization that was founded in 2009 with a mission to save the lives of those suffering from life threatening fatal blood disorders like Blood Cancer, Thalassemia, Leukaemia, Aplastic Anaemia, Sickle Cell Anaemia etc.

DATRI is working towards creating a wide and diverse database of potential Blood Stem Cell Donors that can be accessed by any patient, living anywhere in the world, in need of a Blood Stem Cell Transplant.

**Responsibilities:**

* Conducting awareness sessions in Corporates, Educational institutions, Societies, Communities etc. about Datri Blood Stem Cell Registrations.
* Conducting Blood Stem Cell Registration Drives.
* Maintaining good relations with the existing clients.
* Donor counseling and preparing them mentally for Blood Stem Cell donations.
* Monitoring the donor status throughout the donation process.
* Conducting training/awareness sessions to the Team members.
* Daily work management and execution of reporting organizational activities.
* Make process improvements/recommendations as a part of the Leadership Team in the Organization.
* Addressing the donors’ doubts, pre and post Blood Stem Cell donations.
* Providing timely updates to the management and team members.
* Nurturing a supportive volunteer network with 300+ active and enthusiastic members.
* Maintaining good relations with top NGO’s, hospitals and doctors.

**Delight 24 Cakes & Bakes 2006 – 2016 Hyderabad, India**

**Sole proprietor**

Started Delight24 Cakes & Bakes with my past expertise in the restaurant arena in USA. The main motto of Delight24 is to provide customers with instant, fresh, baked-from-scratch delicious cakes, with no compromise in quality.

**Responsibilities:**

* Developed effective systems for running the bakeries on a daily basis.
* Streamlined core strategies for effective and efficient employee management and output.
* Developed effective planning techniques for managing finances, promotions and goals of the business.
* Coined magnetic customer attracting methodologies with effective foot-fall techniques through advertising and low cost publicity.
* Implemented on-par market theft prevention techniques.

**Thalassemia& Sickle Cell Society 2007 – Till date Hyderabad, India**

**Executive Board Member**

Thalassemia and Sickle Cell Society (TSCS) is a registered NGO (Reg. no. 5359 Dt. 22/10/1998) established in the year 1998 with the pledge to help the Thalassemia patients. Thalassemia is a genetic blood disorder and affected patients depend on regular blood transfusions for their survival, usually every 2 to 3 weeks. Our objective is to treat all thalassemia children and add years to their lives.

Website: <http://www.tscsindia.org>

**Responsibilities:**

* Coordinating with volunteer team members in conducting blood donation camps in colleges, corporates, industrial plants etc.
* Supporting in creating awareness programs about Thalassemia amongst youth, targeting high schools and colleges.
* Educating and building confidence in parents about a variety of latest treatment options and developments available in India and abroad.
* Assisting with fundraising events while coordination and planning.
* Maintaining blood donor network through various means.
* Assessed and made recommendations for improvements in ongoing fundraising programs.
* Developed fundraising strategies in coordination with volunteer team members.

**Burger King Restaurants 1997 - 2006 Dallas, Texas, United States of America**

**District manager (Head of 9 Restaurants)**

Burger King is an American global chain of hamburger fast food restaurants. Headquartered in the unincorporated area of Miami-Dade County, Florida, the company was founded in 1953 as InstaBurger King, a Jacksonville, Florida-based restaurant chain.

**Responsibilities:**

* Ensured the necessary staffing and scheduling of the restaurant to accomplish restaurant goals and standards.
* Ensured compliance with EEOC regulations, Federal and State labor laws, along with all other legal regulations.
* Analyzed cost controls and sales trends by monitoring month end reports and P&L statements.
* Implemented approved sales building programs.
* Developed and implemented a plan that provides 100% completion of BMT, STP, AFS and IMT by all management personnel.
* Utilized effective performance appraisal techniques by tracking and monitoring management performance, and by providing consistent feedback on specific performance standards on a timely basis.
* Implemented promotions and marketing plans and maintains continuity with current media messages and marketing effort.
* Implemented training, motivation and retention programs at all levels in the restaurant.
* Maintains restaurant building and equipment in a condition that ensures customer service and customer image goals are met.
* Ensured compliance with all current product time and temperature standards and provides the customers with a quality finished product.
* Handled customer complaints.
* Hired and trained all restaurant personnel with the assistance of the subordinate management of the restaurant, ensuring that the selection of people reflects high standards.

**Awards & Achievements:**

Awarded ***Employee of Year***, as a District Manager in the full service chain restaurant sector.

Awarded as ‘Young and Dynamic Manager’.

Awarded as ‘Outstanding Manager’ for his efforts in achieving remarkable amount of sales in a calendar week ($69000).

Appreciation for recruiting maximum donors in 2018 and supporting DATRI to save more lives.

**Education:**

**Osmania University**, **Hyderabad 1992-1995**

Bachelor of Science

**Training and Certification Programs:**

Basic Management Training (BMT)

Applied Food Safety (AFS)

Supervisory Training Program (STP)

Intermediate Management Training (IMT)