**CHANDRAKANTH K**

E-Mail: *[chandrakanth.gupta@gmail.com](mailto:chandrakanth.gupta@gmail.com)*

*Mobile: +91-9603838381.*

**CAREER VISION**

To Work in a Challenging Environment which demands all my skills and efforts to explore and also to adapt myself into different situations and roles to realize my potential.

**EXPERIENCES (Cumulative 10 Years)**

**Present :**

**Organization : D Twelve Spaces Pvt Ltd .( Stanza Living )**

**Position : Sr. Cluster Manager Jan 2020 - Present**

**Location : Hyderabad**

**Roles & Responsibilities : Revenue Management .**

My Role Involves in Team Management and Generation of Revenue for the Organization.Sales Forecast , Sales Planning , B2B Tie Ups , Marketing , Revenue Generation through sale of services provided by the company for Clients . Acquisition of Properties , Bargaining with the Property Owners , College Tie Ups , Budgeting and Marketing plan .

**Team Size - 6 Members**

**Revenue Generation - 2.1 Cr In this Pandemic**

**Previous**

**Organization: I Nurture Education Pvt Ltd . Feb 2019 – Dec 2019**

**Position: Sr. Business Development Manager (Head of AP& Telangana).**

**Location: Hyderabad.**

**Roles & Responsibilities: Business Development and Sales Admissions**

My Role Involves in Team Handling and Business Development for the Organization. Sales Planning , Market Research , Organizational Process , Data Analysis , Seminars for students , Presentations to the Higher officials of Colleges , Team Management , Marketing Activities , Market Strategies, Deep Analysis of the Market and when and where to Pitch the product , Etc .

**Team Size: 5 Members**

**Revenue Generated : 1.5 Crores in Span of 3 Months**

|  |
| --- |
|  |

**Previous: July 2017 – Feb 2019**

**Company: Chartered Institute of Management Accountants, United Kingdom**

**Position: Market Specialist. (Heading AP and Telangana).**

**Location: Hyderabad.**

**Role & Responsibilities: Business Development Manager**

As Market Specialist, heading both AP and Telangana States. I am responsible for Business development in this two states Like Collaboration with Universities and Corporate, Signing MOU with them Recruitment of Students from the colleges , Business planning , Stratageic approach in the business development , Preparing reports , Business projections , Students Progression , Members Retaining , Exam Entries of the Students enrolled , Marketing , Branding the Programme in various methods . Recruitment of Learning partners, Generating Business from them. Etc.

----------------------------------------------------------------------------------------------------------------------------

**Previous: Feb 2017 - June 2017.**

**Company: Toppr.com (Hay got Education Pvt Ltd.)**

**Position: Lead Generation Manager & Team Leader Sales.**

**Location: Hyderabad**

**Team: 6 Members**

**Roles & Responsibilities :** Leads Generation from Schools, Leads Submission to office , Processing the Leads to CRM , Team Handling Sales Strategy , CRM Responsibilities , Marketing of the Product , Demonstration of the Product , Helping Team in Sales and Negotiation , Reporting to National Head and City Manger , Reports Preparation ,Demo Sessions at Schools and Colleges about the product , Direct Sales



**Previous April 2015 - Jan 2017.**

* In Association with **CADD Centre Training Services** as **Centre Manager**.

**Responsibilities:** Handling Centre Operations, Faculty Management, Administration Management Centre management , Marketing , Visiting Engineering Colleges for Introduction and Inquiry Generations, Suggesting/Taking the Inquiry from Customer for Training , Quotations, Negotiations etc.

* Scheduling the Batches for Training for Different Course Verticals across Auto Cadd, Catia, Pro – E, Ansys etc.
* Meeting Industrial Corporate for Inquiry Generations for CADD Soft wares and Licenses.

**Handled a team of 12 members under this position**

**---------------------------------------------------------------------------------------------------------------------------**

**MAJOR PROFESSIONAL ACHIEVEMENT PROJECT**

***Project #1 – Training at DRDL*** **December 2015- Feb 2016.**

|  |  |
| --- | --- |
| Proj Project Title : | Re-T Training of professionals of DRDL |
| L oL Location : | HM Defense Research Development Laboratories – Hyderabad. |

***Project Description***

The main theme of the project was giving training to professionals of DRDL which is a central government company it is a defense company which is under Ministry of Home affairs

This is a prestigious project which was under our time

**Exclusive Experience** **Worked with NSDC and PMKVY Projects of Central Govt. India.**

**A member of NSDC and PMKV**Y.



**Previous: 2 June 2011- March 2015**

* Worked with **Inntech Software Solutions– Hyderabad** as **Business Development Manager**

Software Products like Bliss info Soft, Bliss Tab, etc., Since 01st June 2011 to 31ST March 2015.

**Responsibilities:** Visiting Customer Sites for Introduction and Inquiry Generations, Suggesting the Suitable Software Products (Bliss info soft , Bliss Tab, etc.) depending on Customer’s Application across Various flat forms like Desktops, Laptops Tabs , Mobiles, etc and Submitting Quotations to the Customers. Also Visiting Customer’s Sites for Services like Installation of Software and Rectifying Errors, Improving the Brand of the Company.

**Handled a team of 10Members under my this position**

***Project #2– Sales Development*** **June 2013- March2015.**

|  |  |
| --- | --- |
| Proj Project Title : | Re LIC Development of Sales for the Company ,Inntech software solutions |
| Loc Location : | H The Life Insurance Corporation of India – Hyderabad. |

***Project Description***

The main theme of the project was to improve the sales of the company, the company has developed a software which is related to LIC of India, worked for the project has team lead were we were travelling all over United Andhra Pradesh , to increase the visibility of the software conducted Demos at branch level of LIC explained about our brand and uses of the software and in that way we were able to reach the targets by increasing the sales for the company .



**EDUCATIONAL QUALIFICATIONS**

* **LLB in Law Studies 2013 - 2016**
* ***B Tech*** *in* ***Electrical & Electronics Engineering*** with ***62.04%* 2007- 2011**

DVR College of Engineering & Technology- Sangareddy

Affiliated to Jawaharlal Nehru Technological University-Hyderabad.

* **Intermediate** in **M. P.C** with **61.5% 2004-2006**

Narayana Junior College - Hyderabad,

Affiliated to Board of Intermediate Education - Andhra Pradesh.

* **Secondary Education** with **80.00% 2003-2004**

Revathi High School, Ranga Reddy Dist.,

Affiliated to Board of Secondary Education - Andhra Pradesh.

**TECHNICAL TRAININGS:**

***#Course: Industrial Automatic Process Control in October 2012.***

Institute: Advanced Training Institute for Electronics Process and Instrumentation-Govt. of India.

**TECHNICAL SKILLS:**

* Computer Languages : familiar with C Language.
* Operating Systems : Windows (All Versions), MS Office.
* Tools : AutoCAD-2016

**PERSONAL PROFILE:**

Name : K Chandrakanth

Father’s Name : Srinivas

Date of Birth : 27-10-1989  
Gender : Male

Languages known : English,Hindi,Telugu,Kannada,Tamil .  
Nationality : Indian

Address : *Permanent:*

Mominpet ,RangaReddyDist.

Telangana State , 501202

**Declaration*:***

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

**(Chandrakanth Gupta K)**