**SRINU BABU RAI**

FLAT NO 102,

SUBHAM APTS

OLD ALWAL

HYDERABAD.

DOB – 29/09/1981

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**Objective**

Have 12 + years experience in Sales & Management Dept . To achieve targets with hard work and determination. To succeed in a fast paced and time sensitive environment, with strong commitment to professional and performance excellence. To prove my existence by putting in all my sincere efforts for the betterment of the organization and in turn mine as well. Skilled in Analysing Internal and External factors in Company management.

**Soft Skills**

Python, Machine Learning Algorithms, Machine Learning Python Libraries, Statistics, Probability, Data Analysis.

**Basic Knowledge**

Spark, Hadoop, MongoDB, Cloud Computing, RestAPI, HTML, CSS, Tensorflow, Data Analytics, PySpark, PyMongo. Data Visualization, SQL.

**W O R K S K I L L S**

* Unquestionable Attitude towards Work
* People management
* Service delivery
* Extensive Customer service skills
* Critical Thinking ability
* Efficient under pressure, Self-Motivated.
* Analytical & Negotiation skills
* Enthusiasm, result oriented and goals achiever.
* Leadership and management skills

**Education**

**B.Tech** CSE, Andhra University

**MBA** (2021 - Final Year Exams postponed due to COVID)

**Work Experience**

Name of the Organization : Prasad & Co .

Designation : Senior Manager, Admin

Period : Dec 2014 – Till Date

**J O B P R O F I L E**

* Maintains administrative staff by recruiting, selecting and training employees; maintaining a safe and secure work environment.
* Accomplishes staff results by communicating job expectations, planning, monitoring, and appraising job results, coaching, counseling, initiating, coordinating and disciplining employees.
* Provides communication systems by identifying needs; evaluating options; maintaining equipment; approving invoices.
* Provides historical reference by developing and utilizing filing and retrieval systems.
* Achieves financial objectives by anticipating requirements, submitting information for budget preparation, scheduling expenditures, monitoring costs and analyzing variances.
* Overall responsibility of the branch regarding revenue generation, member service, achieving targets.

Name of the Organization : COUNTRY VACATIONS

(A Division of Country Club (I) Ltd)

Designation : LINE MANAGER (VENUE MANAGER)

Period : FEB 2006 – Nov 2014

**J O B P R O F I L E**

* Identify useful segments & achieve sales targets personally as well as team wise.
* Coordinating with other depts. Like Business Development Team, Tele Marketing Team and Customer Care Team to generate good revenue for company and good service for members.
* Leading team of 20 marketing staff including Take Over Managers and Consultants under Branch Manager.
* Maintaining good relationship between company and members.
* Total responsible with financial issues and services between company and members.

**C A R E E R H I G H L I G H T S**

* successfully achieved **‘Best LM’** by winning  **Vacations Premier League** contest conducted by the company across the state as well as Belt-wise for achieving set targets. .
* Qualified for the **‘TOP GUN TOPPERS’** twice among all **Tier II** city branches, by generating highest revenue.
* Consistently Three of my sales consultants are qualified **‘Vacations Premier League’** participant status.

**S T R E N G T H S**

* Good Communication & interpersonal skills, Eager to learn new skills. "Can do" attitude...
* Ability to work with, under and in a team, efficiently as well as individually.
* Creative, Adaptable to new environment and Assertive Ability to think strategically also worked under Pressure effectively to achieve targets.
* Having Critical thinking ability which helps in Decision making in crucial times.
* Training and motivating people whenever needed.
* Can work under Stress to achieve the company goals.
* Punctual, Accountable and Responsible in and towards Work.