# RAGHUNANDAN.UK

# raghunandanudmalpet@gmail.com +918897511107

**Objective**

To seek managerial growth with a focus on business management, operations& staff management, Training, organization and team leadership.

.**Education**

* MBA IN MARKETING FROM CMR COLLEGE OF ENGINEERING AND TECHNOLOGY
* DEGREE FROM BHAVANS NEW SCIENCE COLLEGE
* INTERMEDIATE FROM NARAYANA JUNIOR COLLEGE
* SCHOOLING FROM DILSUKHNAGAR PUBLIC SCHOOL

**SYSTEM EXPOSURE**

       Multimedia : photo shop and 3dsmax

* Basic computer knowledge

**Key Skills & Strengths**

* Outstanding interpersonal, motivational, and presentational skills.
* Strong communication skills.
* Team player
* Willingness To learn
* Convincing ability
* Ability to handle the pressure.
* Enthusiasm to learn new things and attain command.

**INTERENSHIPS DONE:**

* **Hindu:**
* **Company :** Hindu
* **Role :** Member.
* **Duration :** 45 days

**Description :** Promotion of Business lines paper

* **Med wend:**
* **Company :** Med wend
* **Role :** Member.
* **Duration** : 1week
* **Description :** Promotion of Any Time Medicine Machine.

1. **Work Experience**

**On Rent**

* Researching organizations and individuals to identify new leads and potential new markets
* Researching the needs of other companies and learning who could be an ideal client
* Contacting potential clients via email or phone to establish rapport and set up meetings
* Planning and overseeing new marketing initiatives
* Attending conferences, meetings, and industry events
* Contacting clients to inform them about new developments with the company's products and services

**Monster.com**

* Interacting with potential corporate clients to provide end to end online Recruitment Solutions through telesales initiative in assigned region
* · Develop a database of qualified leads through referrals, telephone canvassing, cold calling on business owners, direct mail, email, and networking on SMB and Key Accounts
* Understanding and assessing client requirements, Sharing proposal and presentation with clients and customizing solutions region specific. Manage complex sales situations & acquire new clients. Following complete sales cycle and ensuring payment collection.
* Will be responsible for sales and acquisition of clients in the assigned territory through telesales. Will have to achieve Target and develop new business opportunities by selling Monster online recruitment solutions
* · Sales management to drive both volume and value business
* ·  Closely monitoring of competitor activities and assisting in planning counter strategies

**My smart price**

* Responsible for coordinating with existing dealers of the company.
* Taking orders of the product from the dealer.
* Updating dealers about the change in the product price and new product launch
* Solving the problems and queries of existing dealers and customers.
* Making daily call reports and sending them to the seniors
* Attending meetings at the office
* Worked as city launcher and also as sales manager
* Launched msp in Hyderabad and Chennai
* Enrolling electronics and mobiles store and giving them the sales
* Going on field to stusdy the marke
* Handling cse team and making them to call the leads.
* Assisting juniors in their daily activities
* Maintaining the relationship with the stores
* Acting as a bridge in between sellers and msp
* Advertising the msp doing the activities in companies and malls

**The Hindu**

* Meeting the principals and chairman of schools and colleges and giving them details about the programmes which the company would offer them
* Handled south region of Hyderabad
* Giving ppt presentations when required to students and their parents
* HR
* Handled the manpower for the Hindu group
* Recruitment of the field officers and d2d persons and also freelancersfor the company

**PERSONAL PROFILE**

Father’s Name                           :              Mr.krishna rao

Date of Birth                            :              27-5-1989

Nationality                                 :              Indian

Gender                                       :              Male

Marital status                            :              Married

Hobbies                                      :       movies,playing cricket

Languages known                      :             Telugu, Kannada, English,hindi

**Declaration:**

I hereby declare that the information specification specified above is true to the best of my knowledge and can refer to above for verification.

Place:

Date:

**(UK.RAGHUNANDAN)**