

## CURRICULUM VITAE

**G.N. RAVI KIRAN GOUD.**  
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### Present Address:

**G.N. RAVI KIRAN GOUD.**

S/o G.Vinod kumar,  
D.No:16-7-333 Flat-G1,  
Venkatadri Heights,  
Chadarghat azampura, Near Koti  
Hyderabad, 500024  
Telangana  
India.

### Permanent Address:

**G.N. RAVI KIRAN GOUD.**

S/o G.Vinod kumar,  
D.No:16-7-333 Flat-G1,  
Venkatadri Heights,  
Chadarghat Azampura, Near Koti  
Hyderabad, 500024  
Telangana  
India.

### **CAREER OBJECTIVE:**

To obtain a challenging position in an environment that would allow me to utilize the skills and training that I have obtained throughout my educational experiences while at the same time to develop my skill set and expand my knowledge base.

### **ACADEMIC CHRONICLE:**

- **MBA** (2011-2013) from Vivek Vardhini College of Business Management **Osmania University Hyderabad.**
- **B.Com** (2007-2010) from **Osmania University** affiliated Nava Chaitanya Degree College Hyderabad.
- **Intermediate** (2004-2006) from state board of Intermediate Education of A.P.
- **S.S.C** (2002-2003) from Board of Secondary Education of A.P.

### **Work Experience and Responsibilities:**

- **Working as Asst Manager in Cogos Technologies/Porter (Mahindra & Mahindra Group).**


#### **Responsibilities:**

- Enforce SOP, Achieve revenue goals through Acquisition and Farming.
- CRM, Brand Promotion, KAM for all the existing clients.
- Maintain good working relationship with existing clients previously to enhance client retention & new acquisition through references.
- Handling Supply and operations team. Actively identify and generate prospects through strategic sales strategies focusing on customers in target markets.
- Analyzing Weekly and Monthly reports of team and their performance. Assigning monthly targets to the team.
- Performing Concrete market research through various sources.

- **Worked as Asst Manager Business Development in "Innovsource Services Pvt Ltd" (Oct 2017 - Oct 2018).**

#### **Responsibilities:**

- Identifying & Generating Prospects of New clients.
- Brick walling the existing clients.
- Marketing Temp Staffing & Perm Staffing services to corporate clients in given territory.
- Developing strong client relationship.
- Mining transfers from other vertical companies.

<p><b><u>PERSONAL PROFILE:</u></b></p> <p><b>Father Name:</b> G.Vinod Kumar,</p> <p><b>Date of Birth :</b> 19-07-1987.</p> <p><b>Gender :</b> Male.</p> <p><b>Nationality :</b> Indian.</p> <p><b>Marital Status:</b> Married.</p> <p><b>Languages Known:</b> English, Hindi and Telugu.</p> <p><b>Mother Tongue:</b> Telugu.</p> <p><b>Hobbies:</b> collecting interesting facts, playing with kids, internet browsing.</p>	<p>➤ <b>Worked as Senior Business Development Executive in “Virinchi Healthcare Ltd”- (March 2016- Oct 2017).</b></p> <p><b><u>Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>• Regularly visiting &amp; connecting with various Doctors/Clinics/Hospital chains, societies, institutional clients &amp; corporate for creating awareness about the Hospital, Hospital facilities &amp; to generate business.</li> <li>• Being a part &amp; execute CMEs, Camps, Patient Education program.</li> <li>• Tie ups with Health care related Associations/Groups, Small &amp; Medium sized hospitals (below 100 Beds).</li> <li>• Creating New Business Opportunities, building strong Database &amp; Taking care of Existing clients.</li> </ul> <p>➤ <b>Worked as Sales Executive in Docomo (Aug 2013 – July 2016).</b></p> <p><b><u>Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>• Managing Key retail outlets to enhance sales of the product.</li> <li>• Provide regular inputs on products, services and schemes.</li> <li>• Develop and maintain client relationship.</li> <li>• Keep senior management informed all the issues &amp; performance against goal plans.</li> <li>• Manage accounts to achieve individual goals &amp; team goals.</li> <li>• Collecting &amp; carrying liquid amount of cash carefully and handover to the management.</li> </ul> <p><b><u> CREDENTIALS:</u></b></p> <ul style="list-style-type: none"> <li>➤ Quick learner, Easy going with others.</li> <li>➤ Being Positive, Self Confidence.</li> <li>➤ Regularity, punctuality and discipline.</li> </ul> <p><b><u> COMPUTER PROFILE:</u></b></p> <p>Operating Systems : Ms-Office, Windows Xp/07, Photo shop.</p> <p><b><u> DECLARATION:</u></b></p> <p>I hereby declare that the above furnished information is correct and I am responsible for its accuracy.</p> <p>Place: HYDERABAD <span style="float: right;">(Ravi Kiran).</span></p>
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