

B L SAMPATH BABU

Mobile : 8121901805

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Address : 12-1-1497, Shanthi Nagar, North Lalaguda, Secunderabad-500017

OBJECTIVE

Proactive and result oriented individual having experience in Business to Business Sales, Expertise in research and partnering of corporate client with 3 years of experience in sales and operations

MANAGERIAL SKILLS

- ✓ Solution oriented thinking
- ✓ Good communication & interpersonal skills
- ✓ Team Management
- ✓ Optimistic person

ACADEMIC CREDENTIALS

Course	Institution	University / Board	Year of Passing	Aggregate
B.Tech (Mechanical)	St. Peters Engineering College, Hyderabad.	JNTU	2017	64%
INTERMEDIATE (M.P.C)	Narayana Junior College, Tarnaka	Board Of Intermediate Education	2013	67%
SSC	Subrahmanya Model School	Board Of Secondary Education	2011	71%

IT SKILLS & PROFICIENCY

Language: Basics of C and AutoCAD,

SolidWorks, Ansys, Catia

Photoshop, MS Office.

Soft Skills, Primary Research

ACADEMIC PROJECTS:

PROJECT 1: Working of Disc Brake System.

PROJECT 2: Automatic Wall Plastering Machine

PROFESSIONAL EXPERIENCE:

1. Worked as a Business Development Executive at **Tenancing IT Services** for the period of 15 months(July 2017 - Sep 2018)
 - Acquisition of new owners- Ventures, Apartments, Standalone buildings.
 - Lead Conversion and the property occupancy.
 - Regular interval inspections.
 - Corporate client acquisition based on segregation, targeting; thereby calling for acquisition.
 - Responsible for sustaining and growing the occupancy.
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 2. Worked as a Corporate Sales Manager at **Oravel Stays Private Limited(OYO)** for the period of 15 months (Oct 2018 - Dec 2019).
 - Acquisition of corporate clients, travel partners & retail agents.
 - The clients are acquired on the basis of extensive primary and secondary research, targeting, segmenting & cold calling for potential leads.
 - Registered 127 accounts for business development and achieved the assigned targets.
 - Performing Analysis on customer satisfaction on the basis of need analysis, client account and relationship management.
 - Develop and maintain strategic long term trusting relationships with high volume customers to accomplish organic growth.
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ACHIEVEMENTS:

- ✓ Awarded the most enthusiastic and dedicated member for **ROTRACT CLUB OF ST. PETER'S ENGINEERING COLLEGE.**
- ✓ Awarded the Outstanding and commitment to **JCI Secunderabad Prospectrum.**
- ✓ Awarding as the Best Demand Manager for the month of March, July and September-2019

SEMINARS OR WORKSHOPS ATTENDED OR ORGANISED:

- ✓ SUMMER INTERNSHIP at **SVR Motors & ENGINEERING (Royal Enfield)**.
- ✓ Organizer for **START UP UTSAV 2016** and was awarded best volunteer.
- ✓ Lead a team of 30 members as a team leader for **AIRTEL HYDERABAD MARATHON** for two consecutive years 2015 and 2016.
- ✓ Participant of **VERBA MAXIMUS** at **BITS**, Hyderabad.
- ✓ Member of **SAE** for the period of 3 years.
- ✓ Organizer for the **5K RUN** held at People's Plaza.
- ✓ Worked as an **INTERN** at **SOUTH CENTRAL RAILWAYS**.

PERSONAL DOSSIER

FATHER'S NAME : Bandari Laxman
DATE OF BIRTH : 22nd February' 1996
AREAS OF INTEREST : Socializing, Sports Enthusiast, Leadership, Travelling.
KNOWN LANGUAGES : English, Hindi and Telugu
ADDRESS : 12-1-1497, Shanthi Nagar, North Lalaguda, Secunderabad, 500017

DECLARATION

I certify that the information furnished above is true, complete and correct to the best of my knowledge and belief.

Date:

Place:

BANDARI SAMPATH BABU