**RESUME**

**TRINADH BANGARU**

**Contact No:** 9966699656 || **E-Mail:** yuvabangaru@gmail.com

**Aspiring for Senior level positions in Business Development with a reputed organization.**

# Career Objective:

To work with an organization which strongly believes in quality and professionalism, that offers a vibrant workplace where I can use my experience and strengths to achieve challenging goals.

**Professional Summary:**

Having overall Corporate experience of 6+ years in Business Development.

* Experienced in interacting with different Clients and prefer vendors in getting different Tasks. Overall worked in Business Development phase.
* Highly articulate and effective communicator with strong analytical, negotiation, problem solving and client management skills.
* Excellent team player with strong interpersonal, analytical and organizational skills and a motivation for success.
* An attitude of thinking different and Implementing Creative Ideas.
* Always loved my work; this indeed is my greatest strength.
* Committed work and perseverance is my strength that leads my way.

# Professional Experience: #4

**Worked as Sr. Business Development Executive (International)- Innomick Technologies Pvt Ltd.**

**Roles & Responsibilities:**

* Generating leads through various social networks, mailing.
* Prospecting, generating, qualifying, processing, and following up on leads and appointment setting for external sales team.
* Having good experience in using databases and various CRM’s
* Collaboratively work with the sales, marketing team and EI leadership to develop lead generation strategies to generate lead opportunities with prospective customers
* Initiates and participates in new business pitches with sales team and subject matter experts and own follow-through with the lead prospect

# Professional Experience: #3

**Worked as Sr. Business Development Executive (International)-Cambay Engineering Services. 01-July-2019 to 08-June-2020 Roles & Responsibilities:**

* Generating leads through various social networks, mailing and cold calling.
* Prospecting, generating, qualifying, processing, and following up on leads and appointment setting for external sales team.
* Having good experience in using databases and various CRM’s
* Collaboratively work with the sales, marketing team and EI leadership to develop lead generation strategies to generate lead opportunities with prospective customers
* Initiates and participates in new business pitches with sales team and subject matter experts and own follow-through with the lead prospect

# Professional Experience: #2

**Worked as Sr. Business Development Executive – Peoplelink Unified Communications. 06-April-2018 to 22-May-2019**

**Roles & Responsibilities:**

* Cold calling to business customers across domestic and international.
* Interacting with different customers both telephonic and physical.
* Generating leads, cold calling explaining about the product and services and handling objections and convert into sale.
* Meet sales target identified by upper management
* Responsible in managing the monthly targets with over achievement and team management
* Coordinate efforts to improve the client experience at the point of sale.
* Will organize weekly meetings to plan new strategies to improve the sales as a team.
* Responsible for understanding the needs of the customer & succeeded in convincing the customer for buying the product/services.

# Professional Experience: #1

# Worked as Business Development Executive at EMINENT SOFTWARE SOLUTIONS, Hyderabad.13-July-2015 to 25-Mar-2018

**Roles & Responsibilities:**

Generating leads, cold calling, explaining about the product and services and handling objections and convert into sale.

* Meet sales target identified by upper management
* Develop effective sales plans.
* Cold calling to business customers across domestic and international.
* Interacting with different customers both telephonic and physical.
* Responsible in managing the monthly targets with over achievement and team management
* Coordinate efforts to improve the client experience at the point of sale.
* Manage sales growth and individual sales effectiveness by reviewing sales activity schedule.
* Responsible in finding target companies and key decision makers.
* Will organize weekly meetings to plan new strategies to improve the sales as a team.
* Revenue generation.

# Academics:

# MBA (HR & Marketing) from GITMS.

* Bachelors ( B.Sc Computers) from ASSR College, Andhra University.

# Skill Set:

* Complete knowledge on IT Services.
* Knowledge on Engineering, Oil & Gas and Geospatial Services..
* Knowledge on various CRM’s and Data Base’s (Zoom info, Lead squared, Vtiger etc).
* Knowledge on SDMS in-built tool for sales daily operations.

# Personal Detail:

# Full Name : B.V.V. TRINADH

# Fathers Name : B. Gangaraju

# Date of Birth : 28-06-1989

# Marital Status : Married

# Declaration:

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

Place: **Hyderabad (B.v.v.Trinadh)**