

Venu koritala

Email: Koritalavenu@gmail.com

Mobile: 9449238451

ACADEMIC DETAILS	PROFILE SUMMARY
<ul style="list-style-type: none">Master of Science in International Business Management (IBM) from the University of Bedfordshire, U.K (2009 -2011).B.Tech in Computer Science and Information Technology from JNTU (2004 -2008). <div>CERTIFICATIONS</div> <ul style="list-style-type: none">Social Selling with LinkedIn.B2B Sales using LinkedIn.Digital Marketing (Loading)	<ul style="list-style-type: none">A result-oriented professional with over 7 years of experience in Business Development, Marketing, and Sales.Extensively worked for International markets like the U.K, U.S, and Switzerland in B2B/B2C sales.Hands-on experience in Team management, Campaign Planning, and Execution.Negotiated deals with top-level management like CXO's, VP Engineering, and VP of Sales.

WORK EXPERIENCE

Company: Invariatech Pvt ltd

Jan 17 – Sep 19

Designation: Business development manager.

Roles & Responsibilities:

- Worked with early-stage tech companies from Silicon-Valley raised Series A, Series B funding, and helped them to build engineering centers in India. Responsible to board the new clients.
- Build credibility and strong working relationships with decision-makers who do not show initial interest in our offerings but may need our solutions in the future by connecting them on LinkedIn and will be on the client radar via social selling.
- Involved in end-to-end sales process starting from prospecting, Preparation, Approach, presentation to closure.

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- Covered the key challenges in our business by differentiating the companies that raise funding in the next 6 months or so and connected to them before our competition does it.

Company: RamSoft Technologies Pvt Ltd

Mar 14 - Sep 16

Designation: Business development manager.

Roles & Responsibilities:

- Ramssoft key offerings are IT outsourcing & India Entry Incubation services. Successfully converted International companies to start their business in India.
- Worked in both Technology & Non-Tech sales for Domestic and European markets. Responsible for business generation and handled the team of 6 and drive them to the weekly & monthly targets.
- **Worked for Mesys AG:** The Company offers mechanical Software for engineering companies and I helped them in signing the potential resellers & buyers across the PAN India.
- **Worked for Techment:** Techment is the Indian company located in Pune specialized in mobile Applications. Did a 6 months Euro Telemarketing campaign for the lead generation by approaching the potential E-commerce companies.
- During my 2.6 years, tenure delivered business such as Techment, Bergertech, Braug, CEBI Group, FAFCO SA, and Mesys AG.

Company: Rootshell Inc.

Sep 13 - Mar 14

Role: Business Development Manager.

Roles and Responsibilities:

- Rootshell technologies located in the US offer technology training for commercials and corporates. Responsible for registering new prospects for commercial training on technologies like TSM, EMC & Hadoop.
- Engage with the clients regularly to exchange the information on current offers and to enroll them for the new Workshops.

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Non -Professional Work Experience

Ocado Ltd:

- Ocado Ltd is one of the top online retailers in the UK and worked as a full-time employee from Oct 2011 – March 2013.
- Worked as a Personal Shopper/Asst team lead and the primary responsibilities are handling the team and to do Email/Telemarketing for existing and old customers.

Pennine Foods:

- When I am pursuing my Master's in the U.K I worked in Pennine foods as a sales assistant(part-time) on the shop floor for 14 months. I learned hard work, time management & I had a great chance of meeting various people from different backgrounds. It helped me to understand intercultural communications.

CORE COMPETENCIES

- | | |
|-------------------------------------|------------------------------|
| • Sales & Marketing | Business Development |
| • Dealer and Distributor Management | New Customer Acquisition |
| • Competitive Market Analysis | Market Research/ Penetration |

Personal Information:

Name: Venumadhav Koritala

DOB: 19-08-1987

Languages: English, Hindi & Telugu

Notice period: Immediate

Location: Bangalore

Signature: k. Venu Madhav