Bonugunta Sravan 

Business-driven Manager always finding successful ways to acquire new clients and foster lucrative relationships. A determined leader with years of experience assisting clients with financial planning, Marketing, Project Management and Lead Generations. Offering dynamic collaboration and decision making skills.

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| |  |  | | --- | --- | |  | **Contact** |   Address  Hyderabad, TG, 500084  Phone  958 185 0147  E-mail  sravanbonugunta@gmail.com  LinkedIn  https://www.linkedin.com/in/bonuguntasravan   |  |  | | --- | --- | |  | **Skills** |  |  | | --- | | Microsoft office- Excel, Word, Powerpoint  Google Adwords, Analytics  Digital Marketing |  |  | | --- | | New business generation |  |  | | --- | | Business relationship cultivation |  |  | | --- | | Relationship building and Project management |  |  |  | | --- | --- | |  | **Languages** |  |  | | --- | | Telugu, English, Hindi | |  | |  |  | | --- | --- | |  | **Work History** |  |  |  |  | | --- | --- | --- | | **2019-07** – **2020-12** |  | Relationship Manager Institutional Sales  Union Asset Management Company Pvt Ltd, Hyderabad, Telangana   * Developed summaries to assess each client's participation level and determine targets for follow-up plans. * Built and maintained relationships with new and existing clients while providing high level of expertise. * Educated customers about Product or Service options and processed purchases. * Networked with business leaders and executives to identify clientele within local community. |  |  |  |  | | --- | --- | --- | | **2017-12 - 2020-12** |  | Organisation Study  Rastriya Ispat Nigam Limited (RINL), Visakhapatnam, AndhraPradesh  Studies how the organization flows and their practises. |  |  |  |  | | --- | --- | --- | | **2018-05 - 2018-07** |  | MBA Internship  Yaantra Retail Pvt Ltd, Bengaluru, Karnataka  Worked as an intern for 2 months in Refurbished Mobile Platform in finding the correct vendors and achieved numbers. |  |  |  | | --- | --- | |  | **Education** |  |  |  |  | | --- | --- | --- | | **2017-06 - 2019-05** |  | MBA: Marketing And Finance  CMS Business School, Jain University - Bengaluru  Completed PG with a GPA of 69 |  |  |  |  | | --- | --- | --- | |  |  | B.Tech : Mechanical Engineering  Gitam University - Visakhapatnam  Completed UG with a GPA of 78 |  |  |  | | --- | --- | |  | **Certifications** |  |  |  |  | | --- | --- | --- | |  |  | Autocad and Catia certifications |  |  |  |  | | --- | --- | --- | |  |  | Partcipated in Best Manager round in Parichay |  |  |  |  | | --- | --- | --- | |  |  | Award from CMO for performer in NFO event  Best Relationship Manager Awards | |

**Declaration**

I hereby declare that the above furnished details are true to the best of my knowledge and belief.

Place: Hyderabad

Date: