**D V Vivekananda Sai R**

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**Objectives**

To take a challenging post for understanding business change needs, assessing the impact of those changes, capturing, analysing and documenting requirements and then supporting the communication and delivery of those requirements with relevant parties.

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|   | **Work Experience** |
|   | **Current Organisation**: **Deloitte Support Services April 20th, 2015 till present** **Role: Senior Analyst**· Developed tailored marketing plan and strategy with tactics aligned to key client issues, stakeholders, and account team priorities.· Perform market intelligence study, competitive landscaping, company profiling, competitor analysis and implement business development initiatives· Developed expertise on various secondary research tools including BoardEx, D&B Hoovers, Factiva, IBIS world, Thomson One, EMIS, Merger market, APQC, Gartner etc.· Identifying opportunities for key stakeholders of the firm to network and build strategic relationship by creating relationship maps, profiling the client executives and suggesting Deloitte eminence which would be of interest to the client and enhance business development opportunities.· Providing solutions and marketing collaterals by performing a client need analysis through a constant vigilance of the market.· Analyzing secondary information related to clients/industry and drawing conclusions to identify trends and issues in the business environment.· Analysing the business cycle of the client project and helping the consultants with the appropriate information and suggestions.· Acting as a knowledge Concierge, providing Intellectual Capital (including Proposals, Qualifications, Deliverables etc.), Solutions from internal Deloitte repositories which helps in building proposals and supports in current engagements.· Supporting with the information requirements of pursuit teams· Supporting the Sector Knowledge Leaders in researching for ad-hoc industry and company-based research requests· Worked as a point of contact for all Sharepoint queries.· Created various lists and pages for team for business purposes. **Knowledge Database tools**Factiva, Boardex, Hoover's, Thomson One New, EIU's Industry Briefing, IBIS World, ISI Emerging Markets, Forrester Research, Gartner, APQC, EMIS.**Previous Experiences** |
| **Mold-Tek Technologies: April 2014 – April 2015** **Role: Business Development Executive**· Research on the companies and targeting the companies.· Contacting the clients and discussing with them about our services and how we can serve them.· Fixing the appointment with BDM to discuss regarding business.· Cold calling and fixing up the appointments and meeting the companies for collecting the required data.· Analyzing International market and accordingly targeting companies.· Taking technical discussions with technical managers regarding their requirement.· Preparing presentations and presenting our services accordingly to clients.· Participating in pricing and hourly rates discussions. |
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**Bohler India, Belapur, Navi Mumbai Jan2013 – June 2013**

**Role: Market Research Intern**

Urea producers in India and supply chain of urea plant machineries and components made out of special steels.

· Interacted with 300+ businessmen and collected business cards.

· Interacted with 10 fertilizer companies and collected data for the research.

· Worked on different free external tools to collect data of companies.

· Worked on SPSS to tool to analyze the data and to get outputs.

· Prepared Questionnaire accordingly.

**Summer Projects**

**IMERYS, Khadtal, Hyderabad April 2010**

**Role**: Intern

· Working of Ball mill in Ceramic Industry and finding out its efficiency according to different conditions

· Estimating performance and finding the gaps in the production.

· Getting a deep insight about the process of production and helping them to find out the ways to increase production.

· Visiting mining area and examining how the raw material is produced.

· Calculating and finding the production rates in different conditions and suggested to keep the raw material in a closed area in rainy season.

**CSR, NGO Project Sep 2012 – Dec 2012**

**Name**: Indian Development Foundation (IDF)

**Description**: Awareness about Tuberculosis and Raising of funds for Balaguru schools.

**Project**: Spoken English classes and chickenpox Awareness

Conducted classes in oral and written skills in English and taught for the children and also for adults comprising of seventy in the NGO for three months.

**Technical Knowledge**

**Application Tools**: MS OFFICE, IBM SPSS Software package, Sharepoint (Intermediate), SAS (Intermediate)

**Academic Qualifications**

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| **Degree/University** | **Institution** | **Year** | **Score** |
|  PGDM-Marketing | ITM Business School, Kharghar | 2014 |  63% |
|  B.Tech- Mechanical (JNTUK) | P.V.P.S.I.T, Kanuru, Vijayawada | 2011 | 59.2% |
|  Class XII (Board of Intermediate) | Sri Chaitanya Junior College | 2007 | 76.9% |
|  Class X (SSC) | Bhashyam Public School | 2005 | 75% |

**Other Activities/Hobbies**

· **Seminars/MDP/Quiz**: Participated in business festival "Confluence 2012" conducted by IIM Ahmedabad. Given Paper Presentations in various colleges during my bachelors.

· **Hobbies**: Playing Cricket, Watching Movies, LAN Gaming, Travelling, Creative writing Etc.