

# Gautham Vakapalli

Hyderabad

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A passionate Business Development Manager /Associate Product Manager having diverse experience in sales- B2B Online Offline Business Development Digital Service Marketing in building new businesses. Enthusiastic problem solver with keen ability to rapidly access diverse situational challenges, develop action plan and lead team to meet or exceed target goals.

Energetic Associate Product Manager polished in analyzing data, identifying trends and crafting strategies. Offering two-year product development programs and experience in managing all stages of campaigns, deepening partnerships and boosting sales which includes market research and plan optimization.

## Work Experience

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### **Business Development/ Associate Product Manager**

OakridgeIT Solutions Pvt Ltd

January 2020 to Present

#### Business Development

- Deliver proper sales training initiatives and manage the entire sales department for executing sales growth strategies
- Nurturing new business development, retention and provide key account management to existing and new clients across USA and Singapore.
- Involve in streamlining sales processes, allocating quotas, balancing assigned territories and conducting SWOT analysis.
- Participate in sales events, seminars, corporate meetings, and workshops to sustain long-term business relationships.
- Negotiate contracts, business agreements and packages to identify new markets and potential customers through cold calling and networking.

#### Associate Product Manager

- Setup Google Analytics dashboards to identify product features that are correlated with customer attrition, leading to proactive interventions that reduced monthly churn by 4 percent.
- Built Data Visualizations for product KPI's that reduced manual reporting work by 8 hours weekly.
- Participated in stakeholder meetings with cross-functional team and redefined go-to-market strategies.
- Writing user stories and epics and coordinating with UX teams for user experience.

#### Achievements:

- Increased turnover by 33 percent and expanded geographical reach to Singapore and Bulgaria.
- Contributed to revenue sales generation.

### **MBA Student**

The University of Newcastle - AU

January 2018 to December 2019

- Completed MBA and volunteered for a non-profit organization Lutheran Community Care Services (LCCS).
- Successfully presented about LCCS (golf charity) and re-iterated their website through Wordpress.

### **Business Development Manager**

Feuji, Inc

January 2015 to November 2017

- Generated sales revenue of this start-up company to 3 million USD.
- Responsible to provide client and target information, with the support of CRM on every sales call and visits.
- Generated new business development through direct sales, CRM, Consumer Marketing and consultative sales.
- Ability to work independently and with team under minimal direction.
- Developed strong customer relationships and long-term business strategies.
- Had a track record of exceeding the quotas.

Achievements:

- Top sales performer in Feuji, Inc and employer of the year award.
- Awarded as Excellence in contributing the sales.

### **Business Development Manager**

Addon-Technologies

February 2011 to December 2014

- Business development planning, analyzing the business trend and making reports
- Client acquisition, Online Lead generation, Retaining existing clients
- Sending business e-mails, notification e-mails, Telemarketing
- Taking orders for data sample and Dispatching of the data sample on time
- Coordinating with the sales and data management team to analyze the sales developments.

Achievements:

- Promoted from Executive to Manager Level based on performance.

Parameswari Power Projects Pvt. Ltd.

### **Electrical Engineer**

November 2008 to February 2011

- Preparation of Power Project Bids.
- Regularly updating the knowledge of Price Lists from the Suppliers for that corresponding project.
- Regularly maintaining the Supply of Equipment by taking care of Quality and reliability.
- Continuously maintaining the project site works as a site in-charge.
- Preparation of General Arrangement Drawings of the Power plants.
- Getting the approval of the drawings from the consultant insisted by the Project Manager.
- Estimation of units and cost of the materials (of specified make).
- Supporting my organization in completing the projects by the specified time.

## Education

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### **Bachelor of Technology in Embedded Systems**

Centre for Development and Advanced Computing in Embedded Systems

2008

## Skills

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- Business Development
- Branding
- Start-up Operations leadership
- Strategic planning
- Business Relationship
- Client Portfolio leadership
- Product education
- Market Penetration
- Revenue Generation
- Process improvement
- Project Management
- Team Leadership Marketing and Business Development Skills: Closing Skills Motivation for Sales Prospecting Skills Sales Planning Selling to Customer Needs Market Knowledge Presentation Skills CRM Skills Performance Metrics Revenue Generation Account Management Database Management Market Research Product and service sales Staffing Key Decision Making Vendor Management Prospect Targeting Cold Calling Google Analytics
- Account management
- Lead generation
- Leadership
- Communication skills
- Sales
- Negotiation
- Time management
- Proposal writing