

CURRICULUM VITAE

G.N. RAVI KIRAN GOUD.
E-Mail: kiran.aryan87@gmail.com
Mobile: 9966776459.

Present Address:

G.N. RAVI KIRAN GOUD.

S/o G.Vinod kumar,
D.No:16-7-333 Flat-G1,
Venkatadri Heights,
Chadarghat azampura, Near Koti
Hyderabad, 500024
Telangana
India.

Permanent Address:

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Hyderabad, 500024
Telangana
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CAREER OBJECTIVE:

To obtain a challenging position in an environment that would allow me to utilize the skills and training that I have obtained throughout my educational experiences while at the same time to develop my skill set and expand my knowledge base.

ACADEMIC CHRONICLE:

- **MBA** (2011-2013) from Vivek Vardhini College of Business Management **Osmania University Hyderabad.**
- **B.Com** (2007-2010) from **Osmania University** affiliated Nava Chaitanya Degree College Hyderabad.
- **Intermediate** (2004-2006) from state board of Intermediate Education of A.P.
- **S.S.C** (2002-2003) from Board of Secondary Education of A.P.

Work Experience and Responsibilities:

- **Working as Asst Manager in Cogos Technologies/Porter (Mahindra & Mahindra Group).**

Responsibilities:

- Enforce SOP, Achieve revenue goals through Acquisition and Farming.
- CRM, Brand Promotion, KAM for all the existing clients.
- Maintain good working relationship with existing clients previously to enhance client retention & new acquisition through references.
- Handling Supply and operations team. Actively identify and generate prospects through strategic sales strategies focusing on customers in target markets.
- Analyzing Weekly and Monthly reports of team and their performance. Assigning monthly targets to the team.
- Performing Concrete market research through various sources.

- **Worked as Asst Manager Business Development in "Innovsource Services Pvt Ltd" (Oct 2017 - Oct 2018).**

Responsibilities:

- Identifying & Generating Prospects of New clients.
- Brick walling the existing clients.
- Marketing Temp Staffing & Perm Staffing services to corporate clients in given territory.
- Developing strong client relationship.
- Mining transfers from other vertical companies.

PERSONAL PROFILE:

Father Name: G.Vinod Kumar,

Date of Birth : 19-07-1987.

Gender : Male.

Nationality : Indian.

Marital Status: Married.

Languages Known: English, Hindi and Telugu.

Mother Tongue: Telugu.

Hobbies: collecting interesting facts, playing with kids, internet browsing.

- **Worked as Senior Business Development Executive in “Virinchi Healthcare Ltd”- (March 2016- Oct 2017).**

Responsibilities:

- Regularly visiting & connecting with various Doctors/Clinics/Hospital chains, societies, institutional clients & corporate for creating awareness about the Hospital, Hospital facilities & to generate business.
- Being a part & execute CMEs, Camps, Patient Education program.
- Tie ups with Health care related Associations/Groups, Small & Medium sized hospitals (below 100 Beds).
- Creating New Business Opportunities, building strong Database & Taking care of Existing clients.

- **Worked as Sales Executive in Docomo (Aug 2013 – July 2016).**

Responsibilities:

- Managing Key retail outlets to enhance sales of the product.
- Provide regular inputs on products, services and schemes.
- Develop and maintain client relationship.
- Keep senior management informed all the issues & performance against goal plans.
- Manage accounts to achieve individual goals & team goals.
- Collecting & carrying liquid amount of cash carefully and handover to the management.

☒ CREDENTIALS:

- Quick learner, Easy going with others.
- Being Positive, Self Confidence.
- Regularity, punctuality and discipline.

🖨️ COMPUTER PROFILE:

Operating Systems : Ms-Office, Windows Xp/07, Photo shop.

🖨️ DECLARATION:

I hereby declare that the above furnished information is correct and I am responsible for its accuracy.

Place: HYDERABAD

(Ravi Kiran).