

Kamesh Rao

Program Manager, Scrum Master

Highly motivated success driven professional with 9+ years of diverse working experience with clients from Germany, Singapore, Malaysia and other parts of South-East Asia. Extensive experience in Project Management principles, Strategic Analytics & Planning, Agile Methodologies, Database design and analysis across Manufacturing, Metallurgical, Real Estate and Education Verticals.

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📍 Hyderabad, India

WORK EXPERIENCE

Director, Sales

NSR Estates Pvt Ltd

03/2020 - Present

Hyderabad, India

Achievements/Tasks

- Worked on two real estate farmland, residential flats projects of NSR Estates
- Developed CRM Dashboard for team & practised scrum principles in setting team goals and delivering value to customer
- Curated Sales and Finance Solutions from scratch to the Sales team and developed plans that turn sales calls to site visits and conversions
- Developed strategic decisions in generation of digital leads for potential clients, channel partners of the company

Assistant Business Manager

Aimil Pvt Ltd

07/2019 - 02/2020

Hyderabad, India

Achievements/Tasks

- Responsible for Sales and Marketing of products for research applications like Superconducting magnets, Closed Cycle optical and non-optical cryostats from Janis Research Company, LLC, USA
- Developed Business for DC and RF Probe stations from Wentworth Laboratories, UK
- Worked closely in sales of Raman for Spectrometer and Imaging Applications from NOST Optiks, KOREA
- Active involvement in distribution of Atomic Layer Deposition system from Picosun, Finland among top tier institutes and industries in South India

Research and Analytics Manager

ERI@N, Singapore

01/2015 - 07/2018

Singapore

Achievements/Tasks

- Managed key project management processes to ensure the project remains on track with respect to quality and timelines.
- Identified "bottlenecks" and implemented new and improved processes and policies.
- Created solutions in the areas of inventory, reporting, distribution and product upgrades that led to system improvements and streamlined processes.

TECHNICAL SKILLS

Postgre SQL

Excel Dashboards

Advanced Excel Macros, Pivot Tables

AWS Cloud Practitioner

CRM Management

Real Estate Sales

Digital Marketing

SOFT SKILLS

Project Management

Scrum

Program Management

Budget Tracking

Capacity Planning

Research and Analysis

COURSES

AWS Cloud Practitioner (01/2019 - Present)

Amazon AWS

Postgre SQL (10/2018 - 10/2020)

Udemy

Microsoft Advanced Excel (Macros, Pivot, Dashboards) (05/2018 - Present)

Udemy

EDUCATION

Master of Science, Physics and Applied Physics

Nanyang Technological University

10/2013 - 10/2015

Singapore

Master of Technology, Materials and Metallurgical Engineering

Indian Institute of Technology, Kanpur

10/2005 - 10/2007

India

Bachelor of Technology, Metallurgy and Material Technology

Jawaharlal Nehru Technological University, Hyderabad

06/2000 - 06/2004

India

WORK EXPERIENCE

Assistant Manager Samtel Color Pvt Ltd.

12/2007 - 12/2011

Kanpur, India

Achievements/Tasks

- Development of Prototype Full Colour Passive Matrix OLED display for mobile applications.
- Proactive risk and issue management – root causes analysis and fixes.
- Effective project/program level communications across all stakeholder groups.