**RESUME**

**Raju Shambudas Anugandula**

 Room No, E-49,S.M.Road,

Mothilal Nehru Nagar, Antophill, Mumbai-400037.

**Objectives:**

I would like to be a part of organization where I can explore the potential to its fullest and also which adds to my knowledge.

**Educatonal Qualification:**

|  |  |  |
| --- | --- | --- |
| Qualification | Year | Board / University |
| S.S.C | 2004 | Andhra Pradesh |
| H.S.C | 2012 | Maharashtra |
| B.Com | 2015 | Alwar university |

**Computer Knowledge:**

MS.Office (M.S.Powerpoint, M,S,Word & Excel).internet.

**Typing Speed:**

30 wpm

**Work Experience : Worked with TATASKY BROADBAND PVT LTD** As a **Assistant Sales Manger (B.D)**, (Bandra to Churchgate)From1 Feb 2019 to 28-02-2020.

Key Job Responsibilities,

* Bldg Permission for Internet connections.
* Sales through the channel Partners and DST .
* Appointments with Manager and secretary and chairmains for growth of business.
* Keep Businees activity as per current market situations.
* Meetings with channel partners .
* Maintain 8 DST to make sales as per Target .
* Co-ordinate with fiber team and installation team.
* Maintain monthly targets.
* Reporting to ASM.
* Attend the appointments of customer for new society permission.
* Monthly targets achievements.
* Installation reports.
* Acquire and connect home and micro enterprise customer as per target, Maintaining Data of Clients.
* Ownership of SLA delivery and Customer Satisfaction.
* Customer Acquisition & Manpower Management.
* Solving client issue at earliest and trying to maintain a good relationship with every customer And Convincing Clients to Choose Our Network.

 **Dvois communications pvt Ltd** As a **Sr**.**Manger (B.D)**, From15th Sept 2017 to 30-01-2019, at Mumbai central, (Tardeo (peddar) branch.

**Job Profile**

* Bldg Permission for lease line connectivity and SME.
* Appointments with Manager and secretary and chairmains for growth of business..
* Meetings with channel partners and Operators.
* Make Channel partners for business growth.
* SLA maintenance.
* Solve Technical issues of the customers.
* Splicing work co ordination.
* onu installation
* maintain and co ordinate with the technical team.
* POP feasible work to be do on as per required.
* Installation of onu and router work.
* Maintain Arpu.
* Creat DSA s and Marketing Ideas to growth the Business.
* Co-ordinate with fiber team and installation team.
* Maintain monthly targets.
* Handle 8 members team.
* Reporting to Marketing Head.
* Attend the appointments.
* Monthly targets achievements.
* Installation reports.
* Collecting the appointment from the customer. To provide the services of Broadband.
* Over view of Renewals and Deactive customers.

 **Work Experience of 9 Years :**

Worked with **Hathway Cable & datacom Ltd.** As a **Sr**.**B.D.O** ( **Officer-Business Development**), Fron 10th March 2008 to 14th Sept 2017 at Mumbai central, (Tardeo (peddar) branch.

**Job Profile**

* Leads generation.
* Mainatin monthly targets.
* Manage channel partners for growth of lease line sales and SME.
* Reporting to Area Manger.
* Meeting with cable operators and channel partners.
* Attend the appointments.
* Monthly targets achievements.
* Handle 6 members of Team.
* Installation reports.
* Collecting the appointment from the customer.
* To provide the services of Broadband internet,SME and Leased line.

**2. 6months of Experience:**

Worked as Marketing Sales executive with **Exatt Pvt. Ltd.** at Matunga and Ghatkopar, Mumbai.From Sept-2007 To March-2008.

**Job Profile**

* Daily Door knocks, collecting the appointment from the customer.
* To provide the services of Cable internet.

**3. 9 Months of Experience:**

Worked as a Marketing Sales Executive at Thane, with **Sify Technologies ltd**. From Dec -2006 To Aug-2007

**Job Profile**

* Daily door knocks, collecting the appointment from the customer.
* To provide the services of Cable internet.

**4. 2 years of Experience:**

Worked as Marketing Sales Executive with **Eureka Forbes Ltd**. Andhra Pradesh

**Job Profile**

* Marketing of Water Purifier .
* Servicing of the Water Purifier.
* Sales of water purifier.

**PERSONAL DETAILS**

**Date of Birth :** 6th April 1987.

**Nationality :** Indian.

**Gender :** Male.

**Hobbies :** Playing Chess, Carom board, Badminton Surfing.

**Language Known :** English, Hindi,Telugu ,and Marathi.

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(**Raju Shambudas Anugandula**)