

# Gourshetty Saikiran

Email : [Saikiran99928@gmail.com](mailto:Saikiran99928@gmail.com); Phone : 8985306156

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## Career Objective

To get an Opportunity in an esteemed Organization, Where I can use my analytical and problem solving skills to achieve Organizational goals.

## Employment Summary

Organization	Role	Year
Volkswagen	Bussiness development Associate	June 2018-feb 2019
Schneider Digital	Marketing and Sales	Mar2019-May2020

## Education Summary

Degree and Date	Major and Specialization	Institute	Percentage
Bachelor of Technology	Mechanical Engineering	BV Raju Institute of Technology	65.45%
Intermediate	Mathematics, Physics, Chemistry (MPC)	Naryana Junior college	86.5%
SSC	State board of secondary Education	Mahindra English Medium High School	8.7%

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## Skills

- Excellent relationship, influence and communication skills, ability to build strong relationships
- Strong ability to build and maintain key relationships with internal and external stakeholders
- Demonstrated ability to work independently and effectively across internal and external organizations
- Strong analytical and quantitative skills
- Comfortable multi-tasking and prioritizing competing in a fast-paced work environment
- Demonstrated ability to build relationships and interface effectively with cross-functional employee

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## Experience Profile

### SCHNEIDER DIGITAL (*sales and Marketing*)

- Develop and execute customized territory plans to increase sales volume and market share within
- financial institutions in the region
- Utilize a consultative sales approach that ensures that the client's business objectives are met and that
- the performance metrics of their payment portfolios are maximized
- Create new partnerships that accelerate growth
- Establish key relationships that increase & consolidate

**VOLKSWAGEN (Bussiness development associative):**

- Assist in client prospecting including prospect identification and in-depth prospect research. Support
  - all phases business development life cycle
  - Develop and execute marketing strategy
  - Assist in updating the company's website and online content and performs routine administrative functions to ensure the accuracy of its content
  - Work closely with the Business Development team to author accurate responses to non-standard inquiries
  - Assist in client prospecting including prospect identification and in-depth prospect research. Support
  - all phases of the marketing, sales and closing processes
  - Work closely with the SSA Head of BD and regional leadership to continuously refine and deliver
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**Personal Details:**

<b>Name</b>	Gourshetty Saikiran
<b>Father Name</b>	Gourshetty Venkatesham
<b>Date of Birth</b>	09-April-1996
<b>Languages Known</b>	English, Telugu, Hindi
<b>Address</b>	G8 Radha Krishna Residency Lingampally(500019) Telangana.

I do hereby declare that the above Information is true to the best of my knowledge.

**Gourshetty Saikiran**

