

BAKKAPATI D V PRASAD

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Seeking territory level assignments in Marketing operations / Brand management with a leading organization of repute in Automobile/ Auto Ancillary/ Auto Components/ Tyre industry in major cities in India.

PROFILE SUMMARY

- A competent professional with 3 years of experience in
- Sales &Marketing
- Branding &Promotions
- Proficient in identifying &developing new markets, generating leads and ensuring client retention.
- Proven ability in achieving / exceeding targets.
- Result oriented achiever with excellent track record for identifying opportunities For accelerated growth
- An effective communicator with excellent team building and relationship management skills.

ACADEMIC DETAILS

- **MBA** (Marketing) with 70% From Andhara University, Visakhapatnam, Andhra Pradesh in 2016.
- **B.Sc.** (Electronics & Computer science) with 68% From Andhra University, East Godavari, Andhra Pradesh in 2014.
- **Intermediate (M.P.C)** with 65.9% From Board of Intermediate Education, Andhra Pradesh in 2010.
- **SSC** (M.S.SO) with 72.5% From Board of Secondary Education, Andhra Pradesh in 2008.

WORK EXPERIENCE

From MAY 2016 to JUNE 2018 with Sri jayalakshmi Automotive Pvt. Ltd., Visakhapatnam as SALES CONSULTANT.

Job Nature:

- Generation of enquiries in selected territory.
- Close leads by overcoming objections, negotiating price, completing sales or purchase contracts, explaining provisions, explaining and offering warranties, services, and financing.
- Develops buyers by maintaining rapport with previous customers, suggesting trade-ins, meeting prospects at community activities, responding to inquiries, recommending sales campaigns and promotions.

From JULY 2018 TO OCTOBER 2018 with ICICI Prudential life insurance ltd, Visakhapatnam as UNIT MANAGER

Job nature:

- Recruitment and Business Development , Agency sales department

From OCTOBER 2018 TO Still with Shriram automall india ltd. Visakhapatnam as PRODUCT MANAGER .

Job nature:

- Nbfcc & Private banks collection Vehicles sales through quotation.
- Generation of enquiries in selected territory.
- Used Vehicles Auction sales.
- Maintain Relationship with Vehicle finance & Dealers.
- Generating new Customer base.

ACHIEVEMENTS

- Five Times best custome satisfaction Reward winner
- Consequently Six times Employee of the month in Sri JayalakshmiAutomotive private limited.

PROJECTS

- I have done my major project on HUMAN RESOURCE TRINING AND DEVELOPMENT In EDELWEISS Pvt ltd.
- I have done my mini project on CUSTOMER SATISFACTION & CUSTOMER RELATIONSHIP MANAGEMENT in Kantipudi Nissan Automobiles, Visakhapatnam.

SKILL SET

COMPUTER/IT SKILLS:

MS-Office
Photoshop
Dealer Management System

LANGUAGE SKILLS:

Telugu
English
Hindi

INTERESTS & ACTIVITES

- Having Interest on Social-Networking Promotion.
- Playing Kabaddi.
- I'm a huge Music Lover.

PERSONAL DETAILS

Name : **Bakkapati Durga vara Prasad**

Gender : MALE

Date of Birth : 06/04/1993

Father's Name : Venkateswara rao

Mother's Name : Bala parvathi

Nationality : INDIAN

Present Address : Dr no: 39-16-64, Madahavadhara, Visakhapatnam, Ap-53007.

Permanent Address: Dr no: 6-76 ,Main road Near saibaba temple, komaragiripatnam, Ap-533210

DECLARATION

I hereby inform you that all the statement made above is true the best of my knowledge and belief.



(B D V PRASAD)

