

Nagachinna Eswar

MBA, Specialised in Marketing & International Business

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CAREER OBJECTIVE:

To be a part of an organization where I can involve myself in the pursuit of innovation and excellence along with its framework and utilize my knowledge and skills to achieve the organization's goals and objectives.

WORK EXPERIENCE :

- **LT Foods Ltd - {Management Trainee -Sales} – Dec 2021 – Present, Visakhapatnam.**
 - Handling sales/marketing operations, thereby achieving increased retail business for the products.
 - Analyze business potential, conceptualize & execute strategies to drive sales, augment turnover and achieve desired targets.
 - Increased the secondary sale by surpassing the target by 22%.
 - Increased the number of retail outlets in the universe by 5% in the assigned territory.
 - Management of distributor point in terms of compliance, efficiency, track of delivery from distributor to consumer.
 - Responsible for the development of the sales officers and sales force training of distributor sales personnel.
 - Overall responsible for all sales operations activities in the assigned area.
- **TATA AIG – {Channel Sales Manager} – June 2021 – Nov 2021, Visakhapatnam.**
 - Ensured to increase the distribution network through identifying, recruiting, and onboarding channel partners.
 - Ensured the channel partners are well educated about the product portfolio and services offered.
 - Accelerated revenue and customer acquisition through various programs and initiatives.
 - Maintained a strong and positive relationship with channel partners to build a good business.
 - Engaged with customers to quickly identify their needs, negotiate contracts, and close sales.

EDUCATIONAL BACKGROUND

Post Graduation: MBA – (Marketing & International Business), GITAM Institute of Management.
University: GITAM University
Year of Passing: 2021
CGPA: 6.49

Degree: B.B.A – (Human Resources), Prism Degree College.
University: Andhra University
Year of Passing: 2019
CGPA: 5.56

Higher Secondary: Southeastern railway junior college
Year of Passing: 2016
Percentage: 76.5%

Secondary: Sri Gurudutta Public School
Year of Passing: 2014
CGPA: 6.8

INTERNSHIP:

Venture Development Centre (VDC), Visakhapatnam.

Entrepreneurship under the guidance of North Eastern University and Gitam University (2020). "A study on the validation of a periodic Nutrition service providing Venture - NutriBliss." Worked on the following areas -

- Validation of Business Ideas, Mission, and Vision.
- Stakeholders and Use case analysis.
- Potential partnerships, Blockers & Competition.
- The flow of processes and Finances.
- Research, Segmentation, Targeting, and Positioning.

Accor Group, Novotel Hotels, Visakhapatnam.

Served as a training & development intern under the guidance of the senior HR manager in summer 2018.

IT SKILLS:

- Microsoft Office Applications – MS Excel, MS Power-point, MS Word.
- DMS – Distribution Management Software.

CERTIFICATIONS:

- Google project management professional certificate.
- Six Sigma ‘ White Belt’ by the council of six sigma certifications.
- Marketing in a digital world by the University of Illinois.
- Supply chain management by Macquarie University, Sydney.

STRENGTHS

- Good Interpersonal Skills
- Quick Learner
- Self Discipline & Self-control
- Optimistic attitude

ABOUT ME :

Date of Birth: 18th April 1999
Address: D.No.: 58-1-87/1, Marripalem, Visakhapatnam – 530018.
Gender: Male
Languages Known: English, Hindi, and Telugu
Hobbies: Playing cricket & watching sports

DECLARATION

This is to certify that the above-mentioned information is authentic to the best of my knowledge and belief.

**Place: Visakhapatnam
{Nagachinna Eswar}**