

Sravan J

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Skill Highlights

- Analytical & problem-solving skills
- Ability to implement business needs into technology
- Presentation and Report-drafting skills
- Budget preparation
- Decision Making Skills

CO-CURRICULAR ACTIVITIES

- Conference papers on Green Marketing and presented them in National and International seminars
- Organized paper presentation and debate

EXTRA-CURRICULAR ACTIVITIES

- Played for Hyderabad Cricket Association
- NCC Cadet

Certifications

- Certification in Digital Marketing

Education

- MBA(Marketing) -Global School of Business 2013, Chennai.
- B.Tech(EEE): CMR College of Engineering and Technology 2011, Hyderabad.

Summary

Enthusiastic sales professional with 9 years of experience in Business Development, Sales and Client interaction. Highly organized and results-driven with a proven track record of building successful relationships with clients.

Experience

Regional Sales Manager

Lokal App- Aug 21 till date

- Implemented new strategies to boost sales performance in the region by 25%.
- Successfully managed client relationships in the region to increase customer satisfaction and generate repeat business.
- Traveled substantially to connect with potential customers and close sales in the region.
- Created and implemented regional sales plans and budgets to achieve company goals.
- Overseeing and mentoring the sales team to meet their sales targets.

Sr Sales Manager

Sakshi Media- June 20 to Aug 21

- Worked closely with the CEO to create a revenue strategy for Sakshi digital platform
- Developed and implemented effective sales and marketing plans to increase sales annually.
- Successfully established relationships with key decision makers and executives in target markets.
- Coached and mentored junior sales staff, facilitating their development and growth.
- Optimizing the campaigns on DoubleClick for publishers to reach the advertiser goal after deep analysis of reports like Inventory availability, audience, Impressions, Clicks.

Manager Sales

EventsNowPvt Ltd- Sep 2015 to April 2020

- Responsible for bringing in new business prospects from larger sporting events in the country.
- Responsible for preparation and submittal of bids to clients.

Market Research Analyst

Knoah Solutions- March 2015 to September 2015

- Database Management- Develop and maintain new database contacts and details of customers of international market