

SANDEEP KOLLA

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Assistant Manager Sales

Customer Acquisition, Retention and Relationship Management

Results driven Assistant Manager in Sales with 4 years of experience in maximizing the marketing capabilities of most well-known online marketing companies. Customer relationship builder skilled in strategizing innovative acquisition and retention plans to drive increasing loyalty and brand preference.

CORE COMPETENCIES

- Strategic Planning & Program Implementation
- Customer Acquisition/Retention
- Executive Negotiations & Presentations
- Team Building
- Mentoring
- Cross-Functional Communication

PROFESSIONAL EXPERIENCE

- **Company : Extramarks Education India Private Limited**
- **Working period : Oct2020 – May2021**
- **Designation : Assistant Manager for Sales**
- **Company : Erudex Private Limited**
- **Working period : Dec2018 – Mar2019**
- **Designation : Team Manager for Business Development Executives**
- **Company : Toppr.com (Haygot Education Private Limited)**
- **Working period : Dec2017 – Jul2018**
- **Designation : Team Leader for Direct Sales Associates**
- **Company : NIIT ltd.**
- **Working period : Feb2017 - Sep2017**
- **Designation : Business Development executive**
- **Company : Fluidus Engineering Services Private Limited**
- **Working period : Dec2014 - Jan2017**
- **Designation : Piping Design Engineer**

ROLES AND RESPONSIBILITIES

- Achieving the monthly sales targets.
- Conducting Motivational sessions and Stand-up meetings for the Team To Improve Team's Performance
- Giving Proper Tips As Per Market Requirements.
- Preparing Presentations For Monthly Sales planning.
- Generate business leads by cold callings and walk-ins.
- Diligently managing the unqualified and qualified leads in the CRM.
- Detailing their previous day work in the morning meetings.

- Ensuring customer on-boarding process is fast and smooth
- Engaging with the existing customers to provide valuable feedback about the product.

ACADEMIC PROJECT

- Advertising B2B sector in a required area
- New product development(created new product and concepts to place in the market)

AWARDS

- Won sales league certificate (**King of Sales**) on a particular league PAN India by closing 16.7 Lakhs in the league with 19 sales.
- Won 4 titles as the Most energetic employee on the floor.
- Consecutively certified with various titles like Rock star performer, Consistent performer, Rising star every month.
- Won gifts & awards by my branch managers, territory Heads and CEO for good performance.

EDUCATION

- [2018-2021] Bachelor of commerce from Gitam University (7.32 CGPA)
- [2008 – 2010] Intermediate from Sri Chaitanya Jr. Kalasala , SR Nagar, Hyderabad. (78.2%)
- [2007– 2008] S.S.C from Brahmam talent high school, Madhura nagar, Hyderabad. (78%)

PERSONAL DETAILS

Name	: Sandeep Kolla
Father's Name	: K.Venkata Ramana
Date of Birth	: 21-Nov-1992
Gender	: Male
Marital Status	: Unmarried
Nationality	: Indian
PAN No	: BVLPK4390J
Permanent Address	: Plot no. B5, T1
	Glendale nest, Filmnagar
	Hyderabad - 500096,
	Telangana State.
Contact No.	: +91 9121785975

DECLARATION:

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Sandeep Kolla