V SAI KRISHNA

**Mobile no. +91-9059918563, Email: saivadduri1131@gmail.com**

**OBJECTIVE**

Looking forward to grow in Digital industry to learn, enhance and prove myself as a Quality Digital Marketer and also to create a mutual benefit.

**ACADEMIC PROFILE**

|  |  |  |
| --- | --- | --- |
| **Degree / Certificate** | **University /Board** | **Year** |
| MBA (PGDM) | Siva Sivani Institute of Management | 2014 |
| Bsc Electronics | Osmania University | 2011 |
| Intermediate | Board Of Intermediate | 2007 |
| S.S.C. | Board of Secondary Education | 2004 |

**KEY  SKILLS**

**COMPUTERS SKILLS**: -Ms-Office (Word, Excel, Power Point), C Language.

**PROFESSIONAL SKILLS**:-Team Builder, Presentation Skills, Co-operative & Helping Nature, Considerably fast adaptability towards work, YouTube Channel – Shruthis Kitchen -

**Working as a Digital Marketing Analyst in Aspiring Resolutions Infotech Pvt Ltd from October 2020 to Till Date**

**Responsibilities**

* Responsible for SEO On and Off page, SMO, SMM.
* Responsible for Market Research for USA Client- As part of MR, I have provided almost 200+ leads to sales team for conversions & closures in 3 months
* Extended my support in Web Development for creating Static Websites.
* Promoted from Digital Marketing Analyst to CRM( Customer Relationship Manager) for extended support and performance.
* Responsible for reviewing reports of the clients using Google Analytics

**Worked as a Sr.Digital Marketing Executive in Digiclutch LLP from June 2019 to October 2020**

**Responsibilities**

* Handled different domains, Worked on 9 Projects.
* Healthcare
* Dairy farm
* Interiors
* Fashions
* Food
* Transportation
* Global Warming
* Education
* Agro Textiles
* Expertise in SEO On Page & Off Page.
* Expert in running Social Media Ads.
* Good at Google Adwords Search & Display Campaigns.
* Done 13 Word Press Websites with Elementor, Beaver Builder tools.
* Creating Month on Month reports using Google Analytics, GMB, and Search Console.
* One point of contact for Digiclutch.

**Worked as Business Development Manager in Smmart Oct 2018 till Jan 2019**

**Responsibilities**

* Training and Development for Entrepreneurs
* Providing Solutions for the Entrepreneurs
* Developing growth strategies and plans
* Managing and retaining relationships with existing clients
* Increasing client base
* Following up new business opportunities and setting up meetings
* Planning and preparing presentations
* Communicating new product developments to prospective clients

**Worked as Connectivity Lead in Reliance Jio Dec 2016 till Sept 2017.**

**Responsibilities**

* Handling Team of 40members which includes Distributors, FOS and Promoters
* Allocating areas to FOS and Promoters.
* Develop a strategy that makes my team to reach monthly targets.
* Communicate clear instructions to team members about the Targets and on Various Parameters.
* Taking and Giving Feedback to the team Members on a Monthly Basis.
* Manage the flow of day-to-day field audits.
* Familiarize the team with the clients and customer needs, specifications, design targets, the development process, design standards, techniques and tools to support task performance
* Provide status reporting of team activities against the program plan or schedule.
* Creating reports to update the company on the team's progress.
* Arranging a meet with the team on a weekly basis to make them understand where we stand in the market and instruct them to implement the strategies planned.
* Analysis of customer research, current market conditions and competitor information
* Manage the productivity of the marketing plans and projects
* Monitor, review and report on all marketing activity and results

**Achievements:**

* Awarded the certificate for increasing the customer base to 1Lakh from CEO.

**Worked as a Territory Manager in Bharati Airtel from Jun 2015 to Oct 2016.**

**Responsibilities:**

* Managing Sales, Distribution and marketing of Prepaid Business in the Warangal Zone, Khammam district handling 4 mandals which has month turnover of 70 L.
* Managing 5 channel partner and 7sales executives.
* Ensure appointment, training and efficient functioning of channel sales and partners.
* Monitoring ROI of the channel partners. Maximize mutual gains through planning and reviewing channel performance.
* Interacting with Retailers & Customers to seek feedback for knowledge of their requirements to increase sales and promote brand awareness.

**Achievements:**

* Awarded the certificate for increasing the CMS(Customer Market Share) from CEO and Sales Head.

**Worked as a Client Service Manager in Indusind Bank from Jun 2014 to Dec 2014**

**Responsibilities:**

* Handling the HNI clients and do the financial planning to meet financial goals
* Handling the queries and do the service part to them.
* Handling the HNI clients of revenue 2.8million

**Achievements:**

* Awarded the First Prize for achieving 3 in1 account in one day from Area Manager.

**PERSONAL VITAE**

**Father’s Name** :          V Madan Mohan

**Date of Birth** : 31 – May - 1989

**Marital Status**  : Married

**Gender** : Male

**Nationality** : Indian

**Hobbies** : Playing Volley Ball, Cooking, Fishing

**Languages Known** : English, Telugu and Hindi.

**DECLARATION**

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

**Place: Hyderabad**

**Date: (Sai Krishhna)**