### VENNELA KUSUMA vennela.kusuma@gmail.com

Contact number:8522825491

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| **Permanent Address** Plot No:75,BJR Nagar,Dharam Kharam Road,Ameerpet, HyderabadPin No:500016.Telangana. **Personal Details**Date of Birth:27th July 1989Gender : FemaleNationality : IndianMarital Status: Single | **Summary**To enhance my levels by being recruited in an organization that gives a friendly platform, with challenging and leading opportunities.**Skills*** call center solution (In-Premises and Hosted)
* VoIP, SIP, VPN,PRI, Audio Conference and IVRS
* Building SEO strategy and knowledge on keyword research
* Search Engine Optimization (SEO) on-page off-page optimization
* Lead Generation
* Content writing( articles and blogs)
* Social Media Optimization (SMO)
* Social Media Marketing (SMM)
* Knowledge on MS Word, MS Excel
* Web Content Writing, Copy writing, Blogging
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**CAREER HISTORY :**

Working as a **Technical Solutions Engineer** in **[Deepija Telecom Pvt Ltd](http://www.scoresnranks.in/)** [from Feb 17th 2021 to Till Date.](http://www.scoresnranks.in/)

**[Role and Responsibilities:](http://www.scoresnranks.in/)**

* [Product presentations and demonistations.](http://www.scoresnranks.in/)
* [Support with technical qualifications of sales opportunities.](http://www.scoresnranks.in/)
* [Preparing User manuals and Technical Presentations of the product.](http://www.scoresnranks.in/)
* [Create POC implementation Plans and deliver the Proof of Concept(POC).](http://www.scoresnranks.in/)
* [Liaise with the Engineering and support teams to ensure Accurate timely resolution of technical issues that may arise during the presales process.](http://www.scoresnranks.in/)
* [Follow-up with prospective client for demo, testing and technical discussions.](http://www.scoresnranks.in/)
* [Participate in weekly cadence calls.](http://www.scoresnranks.in/)
* [Need to carry out the tasks assigned by Seniors/Management like exhibitions registrations, signing in technical website or any technical tasks.](http://www.scoresnranks.in/)
* [Handling official Email of Presales and assigned the email to team members as per availability of team.](http://www.scoresnranks.in/)
* [Post demo feedback calls and updating the feedback in excel.](http://www.scoresnranks.in/)

**AS A FREELANCER:**

-On page(**Telugu and English content writer**) as well as off page **SEO analysis, SMM** for www.telugubullet.com for 2months(Oct and Nov 2019) and from Dec 2019 to Mar 2020 for [www.hepsimedia.com](http://www.hepsimedia.com) (**English content writer**)

-Completed Advance **Digital Marketing course** and **internship** in the month June 2019 to Sept 2019 in **Digital Brolly**, Ameerpet, Hyderabad.

**Projects in Internship:** www.ieltsonlinecoaching.in (Done SEO analysis for leads generation and affiliate marketing)

**PREVIOUS EXPERIENCE**:

1. **Worked as a Content/Data Entry Operator in  [Scores'n'Ranks (which is subsidiary of PointedSquares Edventures Private Limited) from Oct 2019 to April 2020.](http://www.scoresnranks.in/)**

**[KEY RESPONSIBILITIES HANDLED:](http://www.scoresnranks.in/)**

[-Writing, editing and proofreading text.](http://www.scoresnranks.in/)

[-Marketing and distributing work and researching and developing contacts.](http://www.scoresnranks.in/)

[-Review published materials and recommend revisions or changes in scope, format, content, and methods of reproduction and binding](http://www.scoresnranks.in/)

2. **Worked as a Backend Operations Executive and Jr.Counsellor in N GLOBAL CONSULTANTS, KPHB, HYD.(Franchisee of STORM GROUP).(From 20th May 2015 to 29th Apr2017).**

**KEY RESPONSIBILITIES HANDLED:**

-Interview all clients. Oversee the completion of all relevant visa and immigration documents and ensure that they are received within the time limit.

-Ensure that all of the information provided by the client is accurate and correct, preparing and checking all legal documents. Maintain strong working relationships with all clients and colleagues.

**ACHIEVEMENT:**

- Recruited as a TRAINEE for 6 months.(from 20th May 2015 to 30th Nov 2015).

-Appointed as an BACK END-OPERATIONS EXICUTIVE on 1st Dec 2015, it was permanent for 24 months.

-Got increment in remuneration from 1st Dec 2016 and Appointed as Jr.Counsellor and Back End-Operations Executive.

**3. Worked as a Asst.Prof. in JNIT College,IBP,HYD.(From 30th Jun2014 to 18th May2015).**

**KEY RESPONSIBILITIES HANDLED:**

- Subjects Taught: Signals and Systems(SS), Basic Simulation lab, Telecommunication Switching Systems(TSS), Digital Signal Processing(DSP) and DSP lab.
- Handled responsibilities of “SIGMA” a national technical event 2015. & acted as an event faculty coordinator for video presentation.
- Handled responsibilities of collection of registration forms. Coordinated cultural activities.

**ACHIEVEMENT:**

- 100% Result in TSS(final year class) and Attended one day workshop on “MATLAB APPLICATIONS” in BIET.

-As a project guide for M.TECH students and published two papers in international journals.

**EDUCATION:**

**M.Tech (ECE)** from **SICET, JNTUH** in Jan 2013 with an aggregate **70.00%.**

**B.Tech (ECE)** from **JITS,JNTUH** in 2010 with an aggregate **61.19%.**

**Intermediate(MPC)** from **SriChaitanya Mahila Kalasala** in2005 with an aggregate **87.70%**.

**Class X** from **Gouthami High School** (Affiliated to SSC) in 2003 with an aggregate **84.43%**.

**DECLARATION:**

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

***(Vennela Kusuma)***