RESUME

**T. AMIT EMMANUEL** Flat#204, Gitanjali Admire Prashanth Nagar Colony. Malakpet Post

HYDERABAD -500 036. **Mobile No: 9951035525**

## Email: [thotaamit@gmail.com](mailto:thotaamit@gmail.com)

**PROFESSIONAL SYNOPSIS**

Result Oriented Professional with 12+ years of Comprehensive Experience in Strategic Business Management/Key account management and Client Relationship and Business Development.

**Specialties**: An articulate, highly organized self-starter and a result oriented team player having an innovative mindset with quick learning abilities.

A proactive planner with expertise in strategic planning, market plan execution, new corporate acquisition and Client Relationship.

Expertise in market plan execution, product promotion and implementation of business strategies to accomplish the decided targets.

Proven track record of demonstrating self-motivation, creativity, and initiative to achieve corporate goals.

## KEY STRENGTHS:

* Effective Communication and Presentation skills
* Sales & Revenue Generation
* Key Account management
* Customer Relationship Management
* Market Research and Analysis
* Business Outreach Strategies
* New Business Development
* Performance Management
* Strategic Management

## ACADEMIC QUALIFICATIONS:

P.G. Diploma in Management of International Business from Osmania University

Graduate in COMMERCE from Indian Institute of Management &Commerce (Osmania University)

## PROFESSIONAL PROFILE:

**Currently working with Reliance Jio Infocomm Limited from July 28th 2021 as Assistant Manager Enterprise Sales – Mobility, Connectivity, Convergence.**

* Meeting the SME’s, IT & ITES Clients and Institutions for Order Acquisitions.
* Key Account Management & Farming.
* New Client Acquisitions.
* Giving Presentations & Conducting Seminars.
* Responsible for Payments Realizations.

## Shoppers Stop Limited from July 1st 2015 to July 18th 2021 as Customer Care Associate & Unit Institutional Business Head-Institutional Sales. FIRST CITIZEN LOYALTY PROGRAMME, GIFT CARDS, GIFT VOUCHERS, E GIFT VOUCHERS & CORPORATE MERCHANDISE.

* Meeting the IT & ITES Clients and Institutions for Order Acquisitions.
* Key Account Management & Account Farming.
* New Client Acquisitions.
* Giving Presentations & Conducting Seminars.
* Responsible for Payments Realizations.
* Ensuring timely delivery.
* Handling First citizen Loyalty Programme and Online queries, Customer related issues of 8 stores located in Telangana and A.P.
* Training the staff & Cashiers on a daily basis and driving First Citizen Enrolments, GIFT CARD & GIFT VOUCHER redemption and sales SOPS.
* Driving Business from Payment wallets like Amazon Pay and Paytm and generating revenues.

## Achievements:

* **100 % Customer retention.**
* **Acquired 45 New Clients to the Existing Clientele.**

**Key Account Manager For:**

* + **Deloitte**
  + **DELL**
  + **Microsoft**
  + **Qualcomm**
  + **HSBC**
  + **Accenture**
  + **RGIA - GMR Airport**
  + **L&T Metro Rail Hyderabad**
  + **Shriram Life Insurance Company**
  + **The Park Hyatt**

**Matrimony.com-Tambulya.com as Assistant**

**Manager- Corporate Sales -Telangana and Andhra Pradesh from February 16th 2015 to June 30th 2015.**

* + - Meeting the Corporate Clients and Institutions for Order Acquisitions.
    - Generating Business from existing & New Accounts.
    - Giving Presentations & Conducting Seminars.
    - Responsible for Payments Realizations.
    - To manage key accounts.
    - Supply chain management and vendor development.

## Capricorn Gifting Solutions Private Limited as Business Development Manager from August 2013 to February 2015.

* + - Meeting the Corporate Clients and Institutions for Order Acquisitions.
    - Generating Business from existing & New Accounts.
    - Giving Presentations & Conducting Seminars.
    - Responsible for Payments Realizations.
    - To manage key accounts.
    - Supply chain management and vendor development.

## WILDCRAFT INDIA PVT LTD., HYDERABAD, ANDHRA PRADESH.

**Corporate Manager, Corporate & Institutional Sales-From October 2012 to April 2013.**

* + - To participate in the formulation and implementation of the Sales Regions Strategy to ensure the alignment with Wildcraft policies, procedures and processes
    - To manage the day-to-day operations of Sales regions providing guidance, encouraging team work and facilitating related professional work processes.
    - To ensure sales target are achieved per executive through managing the effective placement and motivation of sales professionals.
    - To assess the data provided by head office, identifying business opportunity and pinpoint problem areas to further increase sales volume and market share
    - To manage key accounts and assist sales force where appropriate to ensure prompt solutions to their satisfaction.
    - To prepare and recommend the regional budget and targets.

## Selected Contributions:

* + - Was Able to stabilize the business in Telangana & AP region.
    - Developed and appointed three exclusive corporate distributors.
    - Acquired the order of The Westin Hyderabad Mindspace Starwood Hotels Resorts and Wildcraft was the Branding &Gifting Partner for their Top Accounts Party.

## Worked with M/S Excel Associates as Manager Business Development from 2009 to 2012.

* + - Meeting the Corporate Clients for Order Acquisitions.
    - Generating Business from existing & New Accounts.
    - Giving Presentations & Conducting Seminars.
    - Responsible for Payments Realizations.
    - To manage key accounts.
    - Supply chain management and vendor development.

## Worked With M/S Vasu Realtors Private Limited as Team Lead Business Development from 2007 to 2008.

* + - Meeting the Customers of the corporate Sector & H.N.I. (High Net worth Individuals) & The N.R. I’S (Non-Resident Indians) and explaining to them about the Company’s profile & fulfilling their requirements.
    - Generating New Accounts.
    - Training the Executives about their Sales pitch & Customer handling Process etc.
    - Generating Business from existing & New Accounts.
    - Giving Presentations & Conducting Seminars.
    - Was Handling a Team of 15 Members and was responsible for the Performance.
    - Was also heading the Market Research Team and was also responsible for its Performance, Was also solely responsible for the Business developmental &marketing activity of the Company.
    - To manage the day-to-day operations of Sales regions providing guidance, encouraging team work and facilitating related professional work processes.
    - To ensure sales target are achieved per executive through managing the effective placement and motivation of sales professionals.

## Worked with SOFTCELLTECHNOLOGIES LTD, SECUNDERABAD as Sales Trainee- BUSINESS DEVELOPMENT from July 2006 to September 2006.

* + - Meeting the Existing clients & New Clients in person and briefing them about the new products and services offered by the company.
    - Giving Presentations & conducting campaigns.

***Selected Contributions:***

* + - Generated 200 New Corporate Leads to the Company’s existing Database.

# PERSONAL DETAILS

NAME : T. AMIT EMMANUEL.

LANGUAGES KNOWN : English, Hindi and Telugu. DATE OF BIRTH : 14-10-1985.

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