



PROFILE

Extremely motivated to constantly develop my skills and grow professionally. I am confident in my ability to come up with interesting ideas for unforgettable business campaigns.

CONTACT

Sapthagiri Nivas, 101,
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 9900215867

EMAIL:
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LANGUAGES

- English
- Kannada
- Hindi
- Telugu
- Tamil

EDUCATION

Graduated in Bachelor of Computer Applications from
Dr. CV Raman University

VADIRAJ RAO

Business Development Manager

KEY SKILLS

Retail Sales Customer Support Inside Sales/Business Development
Data & Content Deployment Demand Generation Corporate Sales

WORK EXPERIENCE

Saltbox, Dubai, UAE | Long Term Leasing Consultant

February 2020 – December 2020

Developing and managing relationships with tenants through arranging site visits of 4&5star Hotel Apartments for Long Term Leasing
Managing lease agreement & pricing negotiations post site visit
Converting leads into closures

Oyo Hotels & Homes | Demand Manager

July 2019 - November 2019

Responsible for end to end B2B sales through rigorous cold calling and meeting potential clients/corporates to sell Oyo portfolio.

Periodic market research for finding different avenues for demand, collecting competitors data and effective data mining for generating prospects.

Understand clients requirements and tailor pitch the product portfolio accordingly.

DailyNinja | Business Development Manager

Jun 2017 – June 2018

Single handedly managed to launch and develop business in Hyderabad and Pune successfully.

Established strong network in allotted territory, identified and appointed Milk Vendors.

Team Management - Monitored and controlled a team of more than ten field officers.

Trained and mentored entry-level executives in efficient operating procedures to facilitate a smooth transition from opening to daily management.

HOBBIES

- Farming
- Traveling
- Listening to music
- Animal care
- Socializing

REFERENCES

Angel Singh

Director, Saltbox – Dubai, UAE

Anurag Gupta,

Founder, DailyNinja
anurag.gupta.149@gmail.com

Architha JB,

Head of Data and Content, Dineout
archjb@gmail.com

AWARDS AND RECOGNITION

2019 – Recognized in August Newsletter for achieving Highest Revenue in Bengaluru Hub

2018-2019 - Winner of Growth & Expansion Award (DailyNinja)

2017 - Best Manager Award (DailyNinja)

2015 - Winner of Aspire Award (Times Group)

2012 - Winner of Highest Appointments (Uneed Solutions)

DrivoJoy | Business Development Manager

Sept 2016 - Feb 2017

Tie-ups with Automobile retailers and city stockiest.

Streamlined entire supply chain and end to end RTO process development.

Offline marketing - Paper insertions , bike tags, brochure distribution.

Executing check up camps at apartments and fuel stations.

Dineout (Times Of India Group) | Senior Officer-Data and Content

Jan 2013 - June 2016

Creating page for the restaurants.

Managing/updating offers, events, menu images, critic review and ratings, etc.

Single handedly managed updating awards page for TFNA Pan India.

Executed data refreshment on-site at Pune, Hyderabad and Chennai.

Inresto by Dineout | Senior Officer | Deployment (Inresto by Dineout

Jan 2013 - June 2016

Deploying Inresto at restaurants post sales closure.

Building restaurant page on production server, creating restaurant table layout and service.

Integrating with Dineout for actioning reservations.

Training the staff on using the application for Walkins, Reservations and Feedbacks.

Uneed Solutions | Business Development Executive

Jan 2011 - Dec 2012

Cold calling, lead generation, appointment, scheduling US market.

Generating leads for various ITES clients and qualifying those leads over the call.

Scheduling face to face meetings, telephonic calls with top level executives for closures.

Classifying the leads and doing research on the by using tools like Salesforce, Jigsaw, DiscoverOrg, rinking, LinkedIn, etc.

Sangeetha Mobiles Pvt Ltd | Sales Store Head

Mar 2010 - Jan 2011

Managing billing, inventory and sales.

Interacting with customers and convincing to buy better products.

Handling sales promoters and store staff.