

Rama karthik adari

Assistant Manager

CONTACT



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Chennai, Tamilnadu

SKILLS

Teamwork

Leadership

Communication

Customer Service

Sales Consulting

Team Management

New Business Development

Sales Assessments

Product and service sales

Written Communication

Self-motivated professional

Good listening skills

Collaboration

Flexible & Adaptable

Responsible

Training & Development

HOBBIES AND INTERESTS

- Sports, Reading Business Books, Learning new technologies,
- Travelling, Cooking, Volunteering

SUMMARY

Creates and implements successful sales and marketing strategies regardless of scale and budget. Excels at maximizing profits within limited budgets. Performs market research, develops strategic reports and organizes and promotes successful marketing campaigns. Aggressively pursues new sales leads resulting in high sales close rate. Understands importance of working with customers and other executives, as well as keeping staff informed and motivated.

WORK EXPERIENCE

Assistant Manager

Feb 2020 - Mar 2022

Acelot Innovation Private Limited, Guragon

- Generating leads for the business through various SEO platforms and convert them into a successful customer
- Mentored and guided executive team during business development decision-making to optimize profitability, marketing strategy and communications planning.
- Advised students individually and in groups on academic programs for individual interests.
- Counseled students regarding educational issues such as course and program selection, class scheduling and registration and career planning.
- Used standardized assessments to evaluate abilities, interests and characteristics of different students.
- Delivered supportive and knowledgeable counseling to students with academic or personal concerns.
- Empowered students through counseling and skill-building exercises

Sales and Marketing Executive

Jun 2014 - Dec 2019

DSP infratech pvt ltd, Hyderabad

- Implemented sales and marketing program to support company objectives, resulting in 30% increase in new business.
- Created and expanded sales presentations to new and existing customers increasing net sales revenue by 40% in sales.
- Trained new employees on customer service, money handling and organizing strategies.
- Developed and monitored account management processes, such as management inspections, reward and recognition and quality improvement.
- Worked with sales team to collaboratively reach targets, consistently meeting
- Worked independently with minimal supervision.
- Prospected to increase sales lead pipeline and converted leads into new customers.

Systems Engineer

Jul 2011 - Apr 2014

Tata Consultancy Services, chennai

- Analyzed and managed software patches and versions necessary for successful operating system upgrades.
- Tracked problematic system errors by implementing various user support tracking metrics.
- Monitored, tracked and prioritized new work requests at Help Desk within set response times.
- Proposed technical feasibility solutions for new system designs and suggested options for performance improvement of it

- Sending reports on a daily basis to clients for the failure orders
- Resolving customer issues through tickets(P1,P2,P3)which are sent from helpdesk to resolution Finding the RCA for failure orders and implemented permanent fix in the platform
- Developed database objects, including tables, views and materialized views using SQL

EDUCATION

Bachelor of Technology : Information Technology

Jul 2007 - May 2011

CGPA: 7.9

Gitam college of Engineering

Participated in various cultural events and fests and won cash prizes and completed project in Image background recognition model The objective of the paper is to develop a image background recognition model.

board of intermediate education: M.P.C

Jun 2004 - May 2006

88%

sri chaitanya junior college

Board of secondary education: SSC

Jun 1994 - May 2004

83.5%

Minerva public school

CERTIFICATIONS

Business Intelligence Analyst from udemy

Feb 2022

Power bi Course completed from Ineuron.ai

Apr 2022

Tableau course completion from Ineuron.ai

Apr 2022

SQL for Data Science from Great Learning

Jan 2022

Tableau course for Beginners From Great Learning

Jan 2022

Python from four Step solutions

Oct 2021

Alteryx certification from ineuron.ai

May 2022

PROJECTS

Power bi dashboards

Feb 2022 - Apr 2022

- Created various dashboards such as Sales analysis, Olympics data, HR analytics, linkedin data, covid-19 , ipl data, Zomato data

Tableau dashboards

Feb 2022 - Apr 2022

- Created various dashboards such as csk ipl player , Air Bnb, HR analytics, Covid-19, Air line, Space Mission, Global Superstore, Customer Analysis, Housing Pricing