**SRIKANTH KODURU**

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**Email: srikanthkdrxx@gmail.com**

**Mobile: 9745XXXX20**

**H No: 8-124, Narayanguda,**

**Hyderabad, Telangana 500027.**

**CAREER OBJECTIVE**

An energetic and results-focused sales professional with over 3 years of experience in the technology industry. Holds a proven track record of closing deals and achieving sales goals. Looking for a challenging role where I can make full use of my skills & knowledge for the growth of the business.

**WORK EXPERIENCE**

Working as a Sales Executive in **ABC Technologies** from **02 Nov 2021.**

**Key Responsibilities:**

1. Generate new business opportunities via outgoing calls, emails, and social media to target decision-makers.
2. Work with the marketing team to improve lead-generation campaigns and strategies
3. Maintain up-to-date records on leads and sales in CRM.
4. Attend team meetings, business training, and professional development programs.
5. Ensure quick follow-up and effective negotiation.
6. Keep up to date with industry trends, market developments, and competitive offerings to position our products efficiently.
7. Meet and exceed monthly and quarterly targets, which will contribute to the overall company growth.

**EDUCATION**

* M.B.A Marketing from Osmania University in 2020 with 78%.
* 12th from Sri Chaitanya Jr College in 2017 with 86%.
* 10th Class from Brilliant Grammar High School in 2015 with 80%.

**KEY SKILLS**

* Excellent Verbal & Written Communication.
* Negotiation skills
* Closing skills
* Persuasion

**PERSONAL DETAILS**

Date of Birth : 12 April 1997

Gender : Male

Marital Status : Unmarried

Father’s Name : Gopal Rao

Languages Known : English, Hindi & Telugu

Hobbies : Singing & Listening to music

Religion : Hindu

**DECLARATION**

All the above information is correct up to my knowledge and I bear the responsibility of the correctness of the above information.

Place:

Date: Signature.