

Kata Sundeep Reddy

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CAREER OBJECTIVE

Results-driven Business Development experience in driving revenue growth and building strong client relationships. Demonstrated expertise in identifying new business opportunities, developing strategic partnerships, and executing effective sales strategies. Proven ability to analyze market trends, conduct competitive analysis, and create customized solutions to meet client needs.

CORE COMPETENCIES

Overall, 7.5 years experiences

- Market Research & Analysis.
- Client Relationship Management
- Lead Generation & Conversion
- Leadership & Team Management
- Sales Pipeline Management
- CRM Systems Proficiency
- Team Leadership
- Proposal Development & Presentation
- Performance Metrics Tracking
- Adaptability & Resilience
- High-Level Negotiation
- Budget Management
- Networking & Relationship Building
- Auto CAD
- PDMS-Piping
- Windows (10, 8, 7 and XP)

PROFESSIONAL EXPERIENCE

Milaap Social Ventures India Pvt Ltd – Feb 2017 – Till date

Role: Senior Business Development Manager

Responsibilities:

- Developed and executed comprehensive business development strategies to drive revenue growth and market expansion.
- Led and mentored a team of business development associates, providing guidance, training, and performance evaluations.
- Conducted in-depth market analysis to identify emerging trends, competitive landscape, and potential opportunities for business growth.
- Spearheaded initiatives to achieve and exceed revenue targets, contributing to overall company profitability.
- Built and nurtured strong relationships with high-value clients, ensuring satisfaction and fostering loyalty.
- Oversaw the sales pipeline, ensuring timely follow-ups, accurate forecasting, and efficient lead conversion.

- Gathered and analyzed customer feedback to inform product development and improve service offerings
- Monitored and analyzed key performance indicators (KPIs) to evaluate the success of business development strategies and make data-driven decisions.
- Worked closely with marketing, product development, and operations teams to align business development efforts with company objectives

Phonenixpath finders – April 16 – Aug 17

Role: Business Development Associate

Responsibilities:

- Identified and pursued new business opportunities through various channels, including cold calling, email campaigns, and networking events.
- Conducted thorough market research to identify trends, competitors, and potential target markets for business growth
- Built and maintained strong relationships with clients, ensuring their needs were met and fostering long-term partnerships.
- Developed and delivered compelling sales presentations and proposals to prospective clients .
- Negotiated and closed deals, ensuring favorable terms and conditions for the company.
- Monitored and analyzed key performance metrics to evaluate the effectiveness of business development strategies and adjust tactics as needed.
- Represented the company at industry events, trade shows, and conferences to promote products/services and network with potential clients.
- Assisted in developing strategies for entering new markets and expanding the company’s footprint.

EDUCATIONAL QUALIFICATION

Andhra University – 2015 to 2017
 Master of Business Administration
 Financial Management

PERSONAL DETAILS

Name : **Kata Sundeep Reddy**
Date of Birth : 15th Aug 1993
Languages Known : English, Telugu, Hindi

DECLARATION

I hereby solemnly declare that all the information furnished by me is true to the best of my knowledge and belief.

Date :

Place : Hyderabad

Kata Sundeep Reddy