

Chandra Kanth Athukuri

To obtain a significant and challenging position where I will learn, which will provide me a scope for growth.

chandraathukuri@gmail.com
+91-7416741811

Professional Experience

Organisation: Home Credit India Pvt Ltd

Designation: Assistant Manager – Business Efficiency

Duration: Sep'18 – Present

Responsibilities:

- Formalising sales plan for the month and rolling out of plan for Sales Network team.
- Analysing the Performance of various products.
- Preparing incentive schemes to Sales Network team.
- Pilot launches & tracking the performance (end-to-end).
- Proactively analyses win-loss data and reports on key findings to sales leadership.
- Situational analysis and reporting the performance of last miles.
- Monitoring the accuracy and efficient distribution of sales reports and external intelligence essential to the sales organization.
- Reporting and analysis for the Sales departments including: executive reporting of sales and marketing results, key metrics and KPIs, campaign tracking and analysis, and ad hoc strategic analysis.
- Recommends revisions to existing reports, or assists in the development of new reporting tools as needed.

Organisation: Gionee India Pvt Ltd

Designation: Assistant Manager – Trade Marketing

Duration: June'17 – Aug'18

Responsibilities:

- Making the monthly trade schemes for Retailers, KRO, Promoters & RDS with in the budget allocated and working closely with finance and commercial department for timely closure of ND claims.
- Framing Affordability schemes & Data audits and reconciliation.
- Maintaining the trade hygiene in online as well as offline markets.
- Preparing and checking the correctness for Subvention MIS and re-sharing the same with Vendor.
- Competition scheme analysis and data collation from various stakeholders. Scheme pay-outs calculations and pay-outs management.
- Following up with ND partners and other agencies and settling MOP violation cases. Coordinating with Finance and Commercial department for timely closure of penalty cases.
- Building and designing daily, weekly and monthly reports for business evaluation along different parameters.
- Collaborated with Paytm, Airtel & Jio to stimulate retail sales.
- Collation of reports from Audit & Research department and presentation of relevant data to the management.

Internship

Organization: Royal Future Consultancy Pvt. Ltd., Pune.

Project: Study on Forex Markets.

Duration: April'17– May'17.

Summary: Technical analysis on Commodities & Currencies and Impact on markets by analyzing fundamentals.

Organization: Globe Capital Market Ltd., Pune.

Project: Comparative Study on Equity and Derivative Markets.

Duration: June'16 – July'16

Summary: Study on Risk and Volatility of Markets in respect to Equities and Derivatives.

Academic Qualification

Qualification	Institution	Year	% of Marks
PGDM in Finance Minor in International Trade	Institute of Management Development and Research, Pune.	2017	64%
B. Com	ANU, Guntur	2014	65%
Class XII	State Board	2011	85%
CLASS X	State Board	2009	77%

Certifications

- Certified in SAP Basics (Financial Module, Sales& Distribution and Material Management.)
- Certified in Six Sigma Yellow Belt.
- Certified in Tally 9.0.

Achievements

- Employee of the Month – December'17 at Gionee India Pvt. Ltd.
- Successfully implemented API & Channel Validation program at Gionee India.

Extra-Curricular

- Won Cricket Championship – Dhruv 17 organized by PUMBA.
- Won 2nd position in Collage Competition of Finance in IMDR, Pune.
- Participated in a course on Internet of Things (IOT) by Open SAP.
- Secured Level 8 in Harrison Assessments Test.

Key-Skills

- Optimistic
- Proactive
- Strong analytic skills (planning, operational)
- Zeal to learn new things (quick learner)
- Strong organizational skills and ability to handle multiple priorities simultaneously
- Can shape an unorganized task

Technical Knowledge

- SQL
- Power BI
- OBIEE
- MS Office
- SAP (FI, MM&SD) Module