

Name: Tarun Kurlkota

Cell No:8825473529

Email ID: tarrunkurlkota416@gmail.com



Career Objective

To pursue a career in a Competitive Environment wherein I am constantly pushed to use my strengths and skills innovatively to ensure that the integrity of the organization is enhanced, and can add value to the company.

Work Experience

Industry – Real Estate Sector

Organization – Aliens Groups Pvt

Designation- Closing Manager.

Experience – Six Months.

Key Responsibilities.

- Understanding customers' needs and identifying sales opportunities.
- Explaining and demonstrating features of our services.
- Creating and maintaining a database of current and potential customers.
- Engage target clients and obtain business requirements.
- Attend and actively contribute to strategy, status, and follow-up meetings on the development.
- Identify and assess customer response and introduce services as per customer demand/needs.

Industry - Real Estate Sector

Organization – ProPerty Cloud.

Designation – Senior Sales Executive-

Team Leader.

Experience – 1 Year -2 Months

Key responsibilities:

- Actively Sought out new sales opportunities through calling, email and networking.
- Set up meetings with potential clients on property sites. Conducted Home presentations and negotiated with clients to close deals and handle complaints or objections.
- Created weekly reports with the sales target and Collaborated with team members to achieve better results
- Part of the new Launches of Reputed Builders(Int, Godrej, Wadhwa, Vaibhav Lakshmi)

Educational Qualifications

Qualification	Institution/University	Percentage/CGPA	Year
PGPM (Dual –Operations and Marketing)	ICFAI Business School- Mumbai	62	2019-2021
BE(Mechanical Engineering)	Anna University	6.32	2017
HSC	State Board	73.7	2013
SSC	ICSE	52	2011

Summer Internship Program Details (14 Weeks)

: Pulse sports Pvt Ltd (sports365)

Project Title: Analyse the Supply Chain Process from Procurement to Delivery and to Identify the ABC Stock in Pulse Sports Pvt. Ltd.

Detail: As an intern at Sports365 my project was to Analyse the Supply Chain Process from procurement to delivery and to identify the ABC stocks. The main part of this project was to handle the inventory and counter sales and to gain insights into different types of costs involved inserving a product.

Work Involved:

- Receive the stock in the warehouse
- Quantity Check and Quality check of each boxes
- Hand over the stock to sales team and record them
- Handling the temporary staff during counter days
- Generating sales and stock reports regularly

CO-CURRICULAR ACTIVITIES:

- Operations Head of Parivartan Club - Social wing of IBS Mumbai
- Core Member of Rotract Team
- Participated in the social Entrepreneurship Boot camp
- Participate in SAE-NIS EFFI CYCLE
- Member of Society of Automotive Engineers - SAE for four years.
- Participant of Autodesk 3D Student Design Challenge

COMPUTER LITERACY

- MS Office (Word, Excel, Access, PowerPoint)
- Knowledge of SPSS, R Programming

LINGUSTIC PROFICIENCY

English, Hindi, Telugu, Kanada

