



WORK EXPERIENCE

Associate – Industrial and Logistics Services, Advisory & Transactions CBRE

03/2019 - Present

Hyderabad

Achievements/Tasks

- Handled the business development activities by connecting with the HNIs, CXOs to understand their land acquisition, divestment and other real estate plans
- Prepared the sales pitch to Industrial clients looking to monetize the existing non-revenue generating assets like lands/ defunct manufacturing units and marketed the opportunities to potential buyers and prospects
- Helped the clients in negotiating commercial and technical aspects of the transaction

Management Trainee

Yaantra

03/2018 - 06/2018

Hyderabad

Achievements/Tasks

- Increased brand awareness among the clients present in the markets of Andhra Pradesh and Telangana
- Studied the marketing potential of company's offerings by implementing new & out of the box marketing strategies to reach the untapped segment
- Helped in increasing the m-o-m sales of the product offerings and handled the client related queries

Marketing Executive

TIME Private Limited

08/2016 - 07/2017

Hyderabad

Achievements/Tasks

- Executed a monthly and quarterly sales forecast to increase the sales by meeting the deadlines and delivering the quality service to the assigned local markets
- Handled the brand marketing and promotional activities of T.I.M.E Hyderabad
- Developed and analyzed new marketing activities to increase conversion rates across the allocated centre

EDUCATION

Post Graduate Diploma in Management

Institute of Management Technology - Hyderabad

07/2017 - 02/2019

7.6

Aeronautical Engineering

Malla Reddy College of Engineering

08/2010 - 07/2014

Hyderabad

SKILLS

Negotiation Management

B2B Marketing

Business Development

Lead Prospecting

Acquisition & Divestment

Financial Modeling

Rental Income Properties

MS Office

Business Negotiations

Relationship Management

Commercial Real Estate

Management Consulting

Email Marketing

PERSONAL PROJECTS

*Analysis of New Product Development of Hyundai Elite i20 and Maruti Suzuki Baleno (01/2018 - 02/2018)

*STP and Perceptual mapping of Reliance Fresh retail outlets in Hyderabad (06/2017 - 07/2017)

*Supply Chain and Logistics Management at UltraTech Cements (02/2018 - 03/2018)

*Forecasting, Aggregate planning and Materials Requirement Planning (MRP) of Jindal Steels Pvt. Ltd. (01/2019 - 01/2019)

LANGUAGES

Telugu

Native or Bilingual Proficiency

Hindi

Full Professional Proficiency

English

Full Professional Proficiency

Spanish

Elementary Proficiency

INTERESTS

Music

Movies

Gymming

Travelling

Automobiles