

Vamsi singamaneni | MBA (FINANCE & HR)
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CAREER OBJECTIVE:

To obtain a challenging and responsible position in an esteemed organization for personal and professional growth based upon my performance that will utilize my abilities developed through my education and experience and to achieve highest level of competence in the field of work assigned, and to view my work as an everyday new learning experience and enjoy it in every possible way.

PROFESSIONAL SKILLS

- Abilities that help you perform well at your job and contribute to the success of your organization.
- Good experience in motivating the team for lead generations to following up to the sales closure.
- Highly productive Professional with keen eye for understanding customer needs generating business meeting with their requirements and need.
- Self-starter with a “can do” attitude balancing with right confidence

TECHNICAL SKILLS

- Ms-office , Excel & Tolly
- Retail Marketing

AREAS OF EXPERTISE

- Relationship Building
- Sales & Strategic Planning
- Sales Leadership & Direction
- Assessment & Analysis
- Strategy & Execution Product & Market Alliance

PROFESSIONAL EXPERIENCE:

Med Plus Othival Health Solution

Customer Service Associate

- A Professional who interacts with customers to provide information , solve issues , and ensure customer satisfaction. Respond to Customer questions and concerns via phone, email, or chat.
- Resolves issues and provide information about products and services.
- Recommend products and services based on customer needs
- Follow up with Customers To ensure their concerns are resolved.

Bangalore

Nov’2020 to Dec2022

Alexander Luxury hotel

Front of associate (FOA)

- Greeting guests, Managing check-ins and check -outs, inquiries, and providing excellent customer services at the hotel front desk.
- Interacting with customers, employees and vendors
- Handling guest complaints and questions & Helping guests with basic issues
- Presenting bills to guests and collecting payment.

Anantapur

Jan’2023-jan2024

CONNEQT BUSINESS SOLUTIONS:

Sr. Customer Care Executive (BPO)

Bangalore

mar’2024-jan’2025

- Managing Client communications, handling customers queries, processing transactions, and performance, and performing administrative duties.
- Conduct outbound & inbound Calls to potential customers to generate sales leads and create opportunities for our products/ services.
- Quality leads by gathering relevant by gathering relevant information, assessing their needs, and value propositions.
- Educate prospects about our products /services, highlighting their features benefits, and values propositions.
- Maintain a database of potential Customers and their contact information for future follow-ups and nurturing.

INTERNSHIP :

PROJECT: Cash Flow Management (2 Months)

- Communication with clients, Stakeholders and team members.
- Develop A Communication Plan that outlines who needs to be informed , when, and how
- Be Sensitive to different communication styles and expectations
- Actually listen to gather feedback and understand

PERSONAL SKILLS:

- Dynamic and hard working with quick learning ability.
- Professionally committed to desired results.
- Good Team managing capabilities and Leaderships Qualities.
- Highly Flexible to Adapt Situations.
- Positive thinker.
- Smart and Deductive work. • Interactive while sharing knowledge.

EDUCATIONAL QUALIFICATIONS:

YEAR	QUALIFICATION	INSTITUTION	MARKS PERCENTAGE
2022 to 2024	MBA (FINANCE & HR)	SRI KRISHNADEVARAYA UNIVERSITY	7.2
2019 to 2022	BSC.COMPUTER SCIENCE	ACHARYA NAGARJUNA UNIVERSITY	8.1
2016 to 2018	CLASS XII	SIR CV RAMAN JR COLLEGE	55
2013 to 2014	CLASS X	BOARD OF SSC EDUCATION	60

PERSONAL PROFILE:

Nationality : Indian
 Date of Birth : 26th June, 1997
 Marital Status : Un Married
 Permanent Address : House no # 1/12 Andhra Pradesh Anantapur (D) Anantapur
 Pincode-515455

LANGUAGES KNOWN : TELUGU , KANNADA , HINDI & ENGLISH