

N. Sai Krishna Goud

PGDM

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Objective

To pursue a dynamic career that challenges my analytical thinking, creativity, and leadership abilities while contributing to organizational growth through innovation, strategic execution, and continuous learning.

Experience

BAJAJ FINSERV | ASSISTANT SALES MANAGER **Apr 2024 – Dec 2024**

- Led a sales team by leveraging data-driven insights, performance analytics, and goal alignment to achieve strategic business objectives.
- Enhanced sales performance and finance penetration by fostering cross-functional collaboration across teams and distribution channels.
- Managed end-to-end sales processes to ensure operational efficiency, compliance, and superior service delivery for channel partners.
- Monitored key performance indicators (KPIs) to track progress, identify gaps, and implement targeted improvement plans.
- Built and maintained strong relationships with key channel partners, ensuring consistent engagement and business growth.

T.I.M.E | MARKET RESEARCH INTERN **May 2023- July 2023**

- Performed competitive benchmarking and SWOT analyses to assess market positioning and identify key differentiators in the preschool segment.
- Monitored industry developments and policy changes impacting the education and preschool sector.
- Coordinated logistics operations to ensure timely dispatch and delivery of shipments to partners, maintaining accuracy and efficiency throughout the process.
- Conducted extensive market research on the preschool industry, analyzing franchise models, competitor strategies, and consumer preferences to identify growth opportunities.

Education

Vishwa Vishwani Institute of Systems and Management | PGDM **2022-24**

Major: Marketing | Minor: Business Analytics – CGPA- 3.16

Sun International Institution of Tourism & Management **2019-22**

BBA in Travel & Tourism – 81.5%

Skills & abilities

- Management
- Problem solving
- Communication
- Leadership