

Suneel Gowtham Kandrapeti

Account Manager

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Plot No 12, HNo 6-4-94, Phase 4 Colony,
Vanasthalipuram, Hyderabad, IN 500070

9030136700

ksuneel.careers@gmail.com

Professional Summary

Professional with 12+ years of experience in Sales and Marketing. This involved end to end sales, sales analysis, account management and geographical territory management. Having extensive experience in handling and maintaining a strong relationship with customers. Handled products like Brother Printers, Sharp Photocopiers and Trueview CCTV Cameras.

Experience

Akshara Technologies / Account Manager

FEBRUARY 2017 - PRESENT, HYDERABAD

- Communicating with clients to understand their needs and explain product value.
- Building relationships with clients based on trust and respect.
- Collaborating with internal departments to facilitate client need fulfilment.
- Collecting and analyzing data to learn more about consumer behaviour.
- Keeping accurate records about inventory and account notes.
- Maintaining updated knowledge of company products and services.
- Resolving complaints and preventing additional issues by improving processes.
- Acting as a client advocate with a focus on improving the buyer experience.
- Handling products like Brother Printers, Sharp Photocopiers and Trueview CCTV Cameras.

Max Life Insurance Company Limited / Assistant Agency

Associate

FEBRUARY 2016 - JANUARY 2017, HYDERABAD

- Recruitment of Agents or Advisors for building the team.
- Motivating and training the team to achieve the sales target set by the company.
- Assisting the advisors by meeting the clients and closing the deal.

APBC Print Providers Private Limited / Marketing Executive

JUNE 2008 - DECEMBER 2015, HYDERABAD

- Appointing new channels or dealers for the growth of the business.
- Building and maintaining relationships with customers and dealers.

- Responsible for timely collection of payments.
- Responsible for achievement of sales targets set by the company.
- Feedback about the market every week relating to the competition, pricing etc.
- Submission of MIS report to the company on a weekly basis.
- Dealing with products like Multi-Purpose Labels, Laser Matte Opaque Films and Photo Papers.

Education

Sri Krishnadevaraya University / MBA - Marketing

2006 - 2008, ANANTAPUR

Sri Krishnadevaraya University / BA

2003 - 2006, ANANTAPUR

Personal Info

Date of Birth: 29th August 1981

Sex: Male

Marital Status: Married

Nationality: Indian

Languages

English: Fluent

Hindi: Fluent

Telugu: Native Speaker