

## CURRICULUM VITAE OF HARUN KUMAR



1.	<b>Position</b>	<b>Assistant Professor</b>		
2.	<b>Name of the Firm</b>	<b>SAGI RAMA KRISHNAM RAJU ENGINEERING COLLEGE</b>		
3.	<b>Name</b>	HARUN KUMAR MULAGAPATI		
4.	<b>Objective</b>	Providing professional carrier counseling to campus students, conducting interviews, and developing new career development materials, Accomplished Sales and Marketing Professional of 13+ years of experience in Sales and Marketing. Results-focused, quality-driven professional with extensive experience in business and operational development. Demonstrating consistent achievement of objectives, through strong sales and service skills, and dedication to organizational goals.		
5.	<b>Educational Qualification</b>	MBA in Marketing & Finance, <i>Mount Kenya University</i> , Rwanda. (2018)  Bachelor of Technology. (Electrical & Electronics Engineering), <i>JNTU, Hyderabad</i> , Andhra Pradesh. (2008).  Diploma In Electrical & Electronics Engineering, <i>B. Seetha Polytechnic</i> , Bhimavaram, Andhra Pradesh. (2004)		
6.	<b>Skills</b>	EPAM Ms Office (Word, Excel, Power Point) Tally ERP		
7.	<b>Total work Experience &amp; Countries of Work Experience</b>	<ul style="list-style-type: none"><li>• 2+ Years as Asst Professor</li><li>• 3 years experience in Sales and Marketing of FMC Products (Rwanda).</li><li>• 3 years experience in sales for Electrical Equipments and machinery imported from (India, China, &amp; Germany).</li><li>• 5 years of Experience in sales for Power &amp; Steel Plant machinery and spares (India).</li><li>• 1 year experience in Technical Support Engineer in Power Plant.</li></ul>		
8.	<b>Languages:</b>	<b>Speaking</b>	<b>Reading</b>	<b>Writing</b>
	<b>English</b>	Excellent	Excellent	Excellent
	<b>Hindi</b>	Excellent	Excellent	Good
	<b>Telugu</b>	Excellent	Excellent	Excellent
9.	<b>Key Experience</b>	13+ years of Experience		
		<ul style="list-style-type: none"><li>• Contributing experience and expertise as an active member of the senior leadership team.</li><li>• Planning, directing, and setting the strategic direction of the sales and marketing programs to maximize profit and increase</li></ul>		

		<p>product and brand awareness.</p> <ul style="list-style-type: none"> <li>• Directing the sales and marketing management staff in the effective use and development of business plans and strategies.</li> <li>• Analyzing and evaluating the effectiveness of sales, methods, costs, and results.</li> <li>• Developing and managing sales and marketing budgets, and oversee the development and management of internal operating budgets.</li> <li>• Directly manage major and critical developing client accounts, and coordinate the management of all other accounts.</li> </ul> <p>Establishing and implement short- and long-range goals, objectives, policies, and operating procedures.</p>
<b>10.</b>	<b>EMPLOYEMENT RECORD</b>	
	<b>From</b>	<b>April 2021- Till Date</b>
	<b>Employer</b>	SAGI RAM KRISHNAM RAJU ENGINEERING COLLEGE
	<b>Position held</b>	ASSISTANT PROFESSOR
	<b>Description of duties</b>	<ul style="list-style-type: none"> <li>• Providing professional carrier counseling services to campus students, researched and analyzed job opportunities, and built and maintained beneficial relationships with HR managers and executives.</li> <li>• Evaluating the candidates and organized and attended various networking events.</li> <li>• Arrange interviews, and working on development of new materials and maintained students personal information and records</li> <li>• Monitored student's progression, serving as second point of contact between employers and campus ad complete monthly reports.</li> </ul>
<b>11.</b>	<b>EMPLOYEMENT RECORD</b>	
	<b>From</b>	<b>August 2018- January 2021</b>
	<b>Employer</b>	CHEMI & COTEX LTD
	<b>Position held</b>	SALES AND MARKETING HEAD (RWANDA)
	<b>Description of duties</b>	<ul style="list-style-type: none"> <li>• +35% increase in revenue annually by promoting and marketing (FMC) Fast Moving Consumables.</li> <li>• Established relationships with premium FMC manufacturers and outside accounts.</li> <li>• Plan and conduct public relation programs designed to create and maintain a favorable public image for the company and its brands.</li> <li>• Develop sales strategy for existing inventory and new product launches</li> <li>• Maintain positive relationships with customers, distributors, and manufacturers.</li> <li>• Monitored the effectiveness of campaigns, share best practices, and help drive clients' business growth by adding value.</li> <li>• Manages both wholesale retail sites, updates both written and image content when needed.</li> </ul>

<b>12.</b>	<b>From</b>	<b>April 2014- August 2018</b>
	<b>Employer</b>	ASTONE ENERGY PVT LTD
	<b>Position held</b>	SR. SALES EXECUTIVE (INDIA & RWANDA)
	<b>Description of duties</b>	<ul style="list-style-type: none"> <li>• Manage and confirm orders on different market places</li> <li>• Listing of products on marketing channels</li> <li>• Manage the top selling account</li> <li>• Review and ensure product listing are clear, complete &amp; meet the standards</li> <li>• Review competitors and keep track of new products and their prices</li> <li>• Monitor daily sales, inventory and general reports</li> <li>• Provide solutions to optimize system and improve process</li> </ul>
<b>13.</b>	<b>From</b>	<b>June-2009 – March 2014</b>
	<b>Employer</b>	TIANJU TECHNOLOGIES PVT LTD
	<b>Position Held</b>	TECHNICAL SALES IN-CHARGE
	<b>Description of duties</b>	<ul style="list-style-type: none"> <li>• Provide comprehensive care to the customers according to their needs.</li> <li>• Observe and assess the outcome of marketing plans and strategies.</li> <li>• Provide information and support to the customers as per their requirements and conditions.</li> <li>• Responsibility to do advanced marketing procedures for catching up with the customers.</li> <li>• Assist management in making strategies and techniques to increase sales.</li> <li>• Participate in various exhibition, event and sponsorships programmer.</li> <li>• Establish effective communication with all members of the management and sales team, check marketing scenario for the sales team to adopt the market situations.</li> <li>• Maintain self-reports, the customer update, and marketing performance.</li> </ul>
<b>14.</b>	<b>From</b>	<b>August-2008 – May 2009</b>
	<b>Employer</b>	KUSALAVA POWER PVT LTD.
	<b>Position Held</b>	TECHNICAL SUPPORT ENGINEER
	<b>Description of duties</b>	<ul style="list-style-type: none"> <li>• Administrative support for Technical Activities</li> <li>• Coordinating with ONGC, A.P. Transco, A.P Genco, and Pollution Control Board.</li> <li>• Sourcing and Procurement of Spares.</li> <li>• Cost reduction Planning.</li> <li>• Periodical Maintenance of L7044 GSI ESM Gas Generators and Station Auxiliaries.</li> <li>• Monitoring and coordination of Plant activities.</li> <li>• Maintenance of 33kV plant yard.</li> </ul>

		<ul style="list-style-type: none"> <li>Maintenance of 4 MVA Transformers.</li> </ul>
15.	<b>Workshop/seminars</b>	<p><b>Innovation in Precast Summit- Dubai</b></p> <p>Earthquake resilience: performance-based seismic design of precast concrete structures and ‘State-of-the-art of modern precast construction technology: automation vs flexibility’ for Mechanical, electrical, and plumbing (MEP), architecture, sustainability, business, technology, and project management.</p> <p><b>Entrepreneurship Workshop in Tanzania</b></p> <p>The main objective of the National Entrepreneurship Workshop was to validate the report on mapping and assessment of the entrepreneurship ecosystem in Tanzania, which served as a basis for the development of a National Entrepreneurship Strategy and Action Plan.</p>
16.	<b>Strength</b>	Ability For Stress and Time Management, Good Verbal And Non-verbal Communication, Having Strong Interpersonal, Presentation and Negotiation, Have A Good Level Command Over English, Motivated To Listen, Observe and Learn, Laser Focus Attention To Detail, Good Written and Communication, Good Team Player With Colleagues, Excellent Communication and Leadership Abilities To Expand Potential Market Segment.
	Date of Birth	13-06-1985
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	Citizenship	INDIAN
	Passport Number	Z4210938
	Marital Status	Married

Place: Bhimavaram

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