

# Gouraram Rama Krishna

MBA-FABM, 2021-23 - Imperial School of Agri-Business, Greater Noida

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🏠 : Siddipet (Dist.), Telangana, 502334

## Professional Summary

Dynamic and results oriented MBA graduate with a Specialization in Food and Agribusiness equipped with a strong foundation in Agriculture and Supply chain Management. I am well-versed in Business Communication with good knowledge of Agri supply chain and I belong to an Agriculture family background

## Professional Experience

|  |  |                     |
|--|--|---------------------|
| Executive (Client Acquisition) – (B2B Sales) IndiaMart Intermesh Limited | <ul style="list-style-type: none"> <li>▪ <b>Lead Generation &amp; Sales Launch:</b> Efficiently identified decision-makers from provided databases, initiating sales processes with strategic insights.</li> <li>▪ <b>Effective Account Penetration:</b> Consistently generated sales opportunities by penetrating targeted accounts for diverse products and services.</li> <li>▪ <b>Compelling Presentations:</b> Delivered impactful daily sales presentations and engaging product demonstrations, effectively highlighting value proposition.</li> <li>▪ <b>Systematic Follow-Up &amp; Closure:</b> Demonstrated dedication to client relationships, ensuring timely closures through adept sales pitch steering.</li> </ul>  | Aug 2023 - Feb 2024 |
| Supply Chain Management Intern EW Nutrition India Pvt. Ltd               | <ul style="list-style-type: none"> <li>▪ <b>Inventory reconciliation:</b> Comparing the inventory data with Physical data have in stock.</li> <li>▪ <b>Inventory Management:</b> Responsible for Ordering and Tracking of Material.</li> <li>▪ <b>Procurement:</b> Collection of Price details of raw materials from suppliers and Purchasing materials.</li> <li>▪ Collection of Free Sale Certificates and Price Trend Analysis,</li> <li>▪ Prepared SOPs for Order Execution (Exports and Domestic) and Demand Planning &amp; Import Clearance.</li> </ul>  | Jun 2022 - Aug 2022 |
| Rural Agriculture Work Experience  | <ul style="list-style-type: none"> <li>▪ (CENTRE FOR AGRICULTURE &amp; FARMERS DEVELOPMENT, DEHRADUN)</li> <li>▪ <b>Survey of the rural village:</b> I met over 30 farmers in <b>Lower Dhoolkot, Block: Sahaspur, District: Dehradun, Uttarakhand</b>, who provided me with a wealth of farming knowledge.</li> <li>▪ Visited farmers and gathered information about their <b>property, animals, vehicles, family members, education, and other factors.</b></li> <li>▪ <b>Mushroom cultivation:</b> learning about mushroom culture, types of mushrooms, raw materials needed for mushroom cultivation, and the difference between edible and non-edible mushroom</li> <li>▪ <b>Apiculture:</b> Done a lot about beekeeping, including how to make honey and how to generate important by-products like royal jelly and beeswax etc.</li> <li>▪ <b>Food processing:</b> Have done how to process food components and valuable by products like jam, jellies.</li> </ul> | Jun 2021 - Aug 2021 |

## Positions of Responsibility during College Stint

|                                  |  |      |
|----------------------------------|--|------|
| Imperial School of Agri-Business | <ul style="list-style-type: none"> <li>▪ Coordinator of Agro-Marketing club, Imperial School of Agri – Business</li> <li>▪ As a Coordinator of Agro-Marketing Club, I have Conducted Group Discussions (Online &amp; Offline)</li> </ul> | 2021 |
| Roorkee Institute of Technology  | <ul style="list-style-type: none"> <li>▪ Anu Goonj's coordinator Roorkee Institute of Technology, Roorkee</li> </ul>   | 2018 |

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| Co-Curricular and Extracurricular Activities during College Stint |   |         |                 |      |
|---|---|---------|-----------------|------|
| Certifications  | ▪ Awarded a certificate of completion for the <b>Fundamentals of Digital Marketing</b> course. <b>Google's digital garage</b> organized the event   |         |                 | 2021 |
|   | ▪ Awarded a certificate of success in supply chain management's <b>Basics of operational procurement (TCS-ION)</b>  |         |                 |      |
|   | ▪ Awarded a certificate on virtual data Analysis case study with <b>pwc Power BI tool</b> , Where I Prepared Key Performance Indicators (KPI’s) on: <b>Call Centre Data Analysis, Customer Retention Analysis, Diversity and Inclusion.</b> |         |                 | 2022 |
| Educational Qualifications  |   |         |                 |      |
| Degree/Class  | Institution/ Board  | %/ CGPA | Remarks         | Year |
| PG   MBA-<br>Food and Agribusiness Management                     | Imperial School of Agri-Business, Greater Noida   | 6.9     | Second Division | 2023 |
| UG   B.Sc. Agriculture  | HNBGU Central University, Garhwal   | 73%     | First Division  | 2021 |
| XII   TSBIE   | Sri Chaitanya Junior College  | 92%     | Distinction     | 2017 |
| X   SSC   | Manjeera Concept School   | 8.3     | Distinction     | 2015 |
| Skills  |   |         |                 |      |
| Skills  | ▪ Microsoft Excel, PowerPoint Presentation, Word, Power BI, Inventory reconciliation, Inventory Management,   |         |                 |      |
| Languages   |   |         |                 |      |
| Languages   | ▪ Telugu, English, Hindi  |         |                 |      |
| Hobbies   |   |         |                 |      |
| Hobbies   | ▪ Travelling  |         |                 |      |
|   | ▪ Cooking   |         |                 |      |