

Nakka Sri Kavya

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INSIDE SALES ANALYST

Goal-driven Analyst polished in managing and breaking down large volumes of information. Proactive at heading off issues in operations, workflow and production by uncovering trends affecting business success. Over 7 years of experience in the industry.

SKILLS

- Risk Mitigation
 - Report Preparation
 - Issue Identification
 - Audit Support
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PROFESSIONAL EXPERIENCE

Accenture India Pvt Ltd
Inside Sales Analyst

Dec 2022 - Present

- Developed financial models to analyze data and identify potential risks.
- Performed cost-benefit analysis to evaluate project feasibility.
- Conducted market research to identify trends and customer needs.
- Provided recommendations based on data analysis results.
- Identified opportunities for process improvements across the organization.
- Developed strategies to optimize operational efficiency and reduce costs.

Mantra Technologies Pvt Ltd
Sales Development Representative

Aug 2022 - Dec 2022

- Identified and contacted potential customers through cold calling, email campaigns, and social media outreach.
- Developed relationships with existing customers to increase sales opportunities.
- Gathered customer requirements and provided product information to meet their needs.

Regalix India pvt ltd
Sr Consultant

June 2021 - July 2022

- Provided accurate information about products, prices and services.
- Built relationships with customers to encourage repeat business.
- Established pricing strategies that maximize profits while remaining competitive in the marketplace.
- Monitored competitors' activities in order to maintain current knowledge of market conditions.

- Developed and implemented operational strategies to increase efficiency and productivity of team.
- Monitored daily operations and evaluated performance of staff, providing feedback and coaching as needed.
- Created reports on staff performance, customer satisfaction, cost savings initiatives, and other topics for upper management.
- Ensured compliance with company policies and procedures related to operations.

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- Identified and qualified potential customers through outbound calling.
- Created and maintained a database of leads for follow-up by sales team.
- Researched potential leads to identify key decision makers within target organizations.

ACCOMPLISHMENTS

EDUCATION

Bachelor of Commerce

Andhra University

- Consistently exceeded targets, ranking among the top 5% of the performers in my team.
- Proved track record of exceeding expectations and exceeded the sales target by >130% through strategic planning and effective execution.
- Motivated, inspired and supported the team to achieve exceptional results.
- My contributions were regularly acknowledged by the leadership, with multiple recognitions through the company's Rewards and Recognition Program.