

# SHIVARAM NAIK

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in/shivaramnaik

## SUMMARY

Motivated and results-driven graduate seeking a challenging position within a large organization. Offering a strong foundation in business strategy and analysis. Expertise in leading teams to improve performance, customer loyalty, and forging partnerships with internal and external partners. Specializes in helping companies launch new media services and products, from concept to roll-out. Possess exceptional communication and interpersonal skills with a proven ability to work independently and as part of a team.

## WORK EXPERIENCE

### Executive Manager, JS Tech Solutions.

March 2024 - Present

- Handling B2B business and the key account, design and execute business plans, review marketing strategies. Plan, direct and control budget in accordance to marketing plans.
- Developed business by analyzing potential, conceptualized & executed strategies to drive sales and ensuring repeat & referral business.
- Managed sales with focus on achieving predefined sales target and growth. Forecasted and planned monthly and quarterly sales target and executing them in a given time frame.
- Shouldered responsibility for argumenting the bottom-line through various cost saving initiatives. Handling promotional activities for various regions and ensuring to maintain a strong business relationship with all Client's/Partner's/Vendor's.
- Ensuring that the organization has the adequate and suitable Resource to complete it's activities (e.g. Staff, equipment) and coordinate operations in ways that ensure maximum productivity. Designing and implementing business plans and strategies to promote developing goals and objectives that tend to growth and prosperity.

### Business Analyst, HCL Technologies.

Nov 2022 - March 2024

- Analyzed data and created reports.
- Collaborated with a dynamic team of professionals to execute business analysis activities, fostering a high-energy and productive work environment.
- Communicate requirements with the business and technical team to ensure product features and objectives are met.
- Handle escalations and resolve to provide positive seller experience and Enhance business and carrying out seamless operations activities to achieve the assigned targets.

## EDUCATION

### **Bachelor of Technology - Civil Engineering**

2020-2023

Geethanjali College of Engineering and Technology - Autonomous, JNTU, Hyderabad

### **Diploma in Civil Engineering**

2015 - 2019

Samskruti College of Engineering and Technology - Autonomous, JNTU, Hyderabad

### **Secondary School Certificate**

2015

Mother Theresa High School - MoulaAli, Hyderabad.

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## **SKILLS SUMARRY**

- **Languages:** English, Hindi, Telugu, Tamil.
- **Technical Skills:** Project Management, Structural Analysis, Auto-CAD
- **Certifications:** Assistant Surveyor - MRO Office, Keesara & Project Management Professional (PMP)-GCET-Cheeryal.
- **Awards/Activities:** Received the "Engineering Excellence" Award for outstanding contributions to project innovation, GCET- Cheeryal.
- **Tools:** MS-Excel, Word, PowerPoint, Project & SQLite.
- **Soft Skills:** Rapport building, Strong Stakeholder Management, People Management, Critical thinking skills, Strong interpersonal skills, Excellent Communication.

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## **DICLARATION**

"I declare that the information presented in this resume is true and accurate to the best of my knowledge. I assure you that my experience, skills, and qualifications meet the requirements of the job and I am committed to making a positive contribution to your organization."