

BALACHANDER PENDYALA

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Professional Summary

To work in a challenging atmosphere and to seek a responsible position utilizing my skills, that will contribute to the development of the organization and enrich my professional skills.

Experience

Senior Program Consultant

10/2019 to Current

Gus Education India

Hyderabad

- Led operations promoting productivity through high-quality coaching and mentoring.
- Supervised sales team that generated over £ 1 million per year.
- Supervised sales team that generated over £ 0.1 million per month
- Personal achievement of target per month £ 30,000 target met every month
- Completed performance reviews and assisted the team in improving performance.
- Managed a sales team of 8, setting performance goals and strategies for attainment.
- Promoted a culture of customer focus, product knowledge and production solutions to build a loyal customer base.
- Compiled data in Salesforce to prepare 6 sales reports facilitating managerial decision-making.
- Checked for quality assurance by monitoring team calls.
- Demonstrated a high level of customer service to all clients by asking questions and assisting on the sales floor.

Senior Executive

10/2017 to 07/2019

Hexaware Technologies

Chennai

- Handled customer concerns and escalated major issues to the supervisor.
- Managed bookings to optimize team availability.
- Inspected products and services to comply with quality standards.
- Prepared orders to deliver excellent presentation and quality standards.
- Developed team communications and information for meetings.

Sales Lead

11/2015 to 08/2017

[24]7 Inc

Bangalore

- Processed multiple daily stock deliveries to maintain accurate order numbers and inventory records.
- Maintained excellent visual merchandising standards by routinely cleaning and organizing window and point of sale (POS) displays.
- Liaised with customers to determine needs, provide recommendations and upsell services.
- Showcased product features and benefits to drive sales.
- Promoted sales and special offers for discounts and merchandise options.
- Provided helpful, attentive sales support to generate positive customer feedback.

Business Development Executive

05/2013 to 05/2015

GBI [Global Business Incubator]

Rajahmundry

- Added value to marketing material by introducing creative advertising concepts, driving customer interest.
- Delivered performance updates, quarterly business reviews and planning meetings.
- Maintained up-to-date knowledge of industry, target accounts and competitive landscape.

Core Qualifications

- Relationship building and rapport
- Critical thinking and problem-solving.
- Teamwork and collaboration.
- Professionalism and strong work ethic.
- Oral and written communications skills.
- Leadership
- Knowledge of Excel, MS Office, Salesforce.
- Marketing

Education

BSC: Computer Science

2012

Calorx Teachers' University

GPA: 6.1

Interests

Hobbies: Bike Riding, Sports, Travel, Photography,

Languages

English, Telugu, Hindi, Tamil

Accomplishments

- Recognized by management as The Best Senior Program Consultant for 2021 and 2022.
- Advanced from Program Consultant to Senior Program Consultant quickly as a result of Top Revenue generation and enrollment achievements.
- Built and nurtured key client relationships to grow profit by 100%.
- Best Agent award for 2016 in [24]7 Inc.

Declaration:

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars, I am also confident of my ability to work in a team.

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Place:
Date:

(P. BalaChander)