

# BOORA RAMA KRISHNA

**Address:**

14-10-27

Ramajogipeta

Maharanipeta

Visakhapatnam District

Andhra Pradesh – 530002

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**CAREER OBJECTIVE:**

Motivated and disciplined BBA graduate with 11 months of experience as a Sales Executive, seeking a non-field, technology-driven role in CRM, customer support, or sales operations. Looking for a stable career path with good work-life balance and long-term growth potential in tools like Salesforce or SAP SD.

**ACADEMIC PROFILE:**

Qualification	Institution	University	Year of passing	Percentage of Marks
BBA (Finance & Marketing)	Gayatri Vidya Parishad college for PG & Degree courses,, Visakhapatnam	Andhra University	2021	68.40%
Intermediate	Sri Chaitanya Junior College, Visakhapatnam	Board of Intermediate Education	2017	87.70%
10th	Ramakrishna Mission High School, Visakhapatnam	Board of Secondary School Education	2015	83%

**ACADEMIC PROJECT:**

- Project on Marketing mix of Bajaj Auto Ltd.

**STRENGTHS:**

- Self motivated
- Continuous learning
- Teamwork

## **SKILLS:**

- **General Skills** : MS office, Basics in Stock market
- **Operating Systems** : Windows XP, Windows7, Winodows10.
- **CRM Tools** : Leadsquare (Basic), Excellon (Basic)
- **Office Tools** : Microsoft Excel (Basic formulas, sorting, filters)
- **ERP Tools** : Tally ERP 9 (Basics)
- **Communication** : Understands English well and can manage basic spoken interactions
- **Fast Learner** :Currently exploring Salesforce and customer support tools

## **ACHIEVEMENTS:**

- Participated in YI-YOUNG INDIANS (YUVA) event as an active participant and a member at Gayatri Vidya Parishad.
- Participated in SYNERGY event at Gayatri Vidya Parishad.

## **PROFESSIONAL EXPERIENCE:**

- Sales Executive
- Varun Motors Pvt. Ltd., Visakhapatnam
- June 2024 – Present
- Handled lead follow-ups, test drive coordination, and customer onboarding.
- Entered and tracked customer details using Leadsquare CRM and Excellon.
- Coordinated with internal teams for invoicing, delivery, and post-sale support.
- Maintained Excel sheets for sales pipeline and follow-up tracking.

## **HOBBIES:**

- Going to gym
- Basic Video & Audio editing
- Creating Memes

## **CARRER INTERESTS:**

- CRM Executive
- Customer/Client Support (Non-voice / Voice)
- Inside Sales / Back Office Sales Coordinator
- Salesforce Admin Trainee / Intern

**PERSONAL PROFILE:**

- **Father's name** : B. Rama Rao
- **Mother's name** : B. Rama Lakshmi
- **Date of Birth** : 20th July, 1999
- **Gender** : Male
- **Languages known** : Telugu, English, Hindi
- **Nationality** : INDIA

**DECLARATION:**

I hereby declare that the above information is true to the best of my knowledge.

**(BOORA RAMA KRISHNA)**