



## SAI PRANEETH MUCHUKOTA

### PROFILE

Skilled Operations Manager with an avid interest in Business Development and Project Management, ready to bring 3+ years of global experience to take on challenging new role.

### PROFESSIONAL SKILLS

- Operations Management
- Business Development
- Customer Relationship Management
- Project Management
- Adobe Photography Package
- MS Office Package

### PERSONAL SKILLS

- Self Motivated
- Fast Learner
- Team Player
- Creative
- Adaptable

### PERSONAL INTERESTS

- Photography
- Cricket
- Data Analysis
- Lean Management Techniques

### CONTACT

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[LINKEDIN](#)

[WEBSITE](#)

### EXPERIENCE

#### STOCKLY | PARIS,FRANCE | NOV 2021 - PRESENT

OPERATIONS ASSOCIATE

JUNIOR OPERATIONS MANAGER, CDI( MAR 2019 - JAN 2020)

BIZDEV& OPS INTERN ( SEP 2018 - MAR 2019)

- Created and improved procurement & logistic processes that led to 50% decrease in average delivery time
- Resolved problems to improve operations and increased customer response time by 43%
- Managed partnerships with suppliers and Logistic Providers
- Investigated and resolved customer complaints to foster customer satisfaction
- Improved Inventory matching by identifying 5 new suppliers each month
- Managed Logistics flow to achieve financial standards and policies
- Trained subordinate team members in use of Pipedrive CRM, business objectives and performance objectives

#### JOVEO | BANGALORE,INDIA | APR 2021 - NOV 2021

PUBLISHER OPERATIONS SPECIALIST

- Publisher Network Management in EU&Americas
- Helped in Publisher Network Expansion by devising a new outreach strategy.
- Decreased the timespan required to close our internal JIRA tickets by 70%.
- Optimized Integration by liaising with Ad-ops to acquire the client's recruitment targets by building a pool of select publishers

#### APPSTONE | BANGALORE,INDIA | DEC 2020 - MAR 2021

SR. BUSINESS DEVELOPMENT EXECUTIVE

- Created a sales funnel for both B2B and B2C markets.
- Implemented a complete CRM solution using Freshworks to increase sales effectiveness.
- Created and launched a new module based on Interview Preparation and Social Strategy.
- Helped the marketing team in generating more leads by devising a growth strategy
- Lead a team of 4 People in achieving the sales targets.

#### LITER OF LIGHT | HYDERABAD,INDIA | JUL 2013 -

DEC2016

HEAD OF OPERATIONS

- Liaised with President,CEO to organise and perform quality standard training for new and existing volunteers
- Lead over 50 Volunteers in a span of 3 years.
- Raised Rs. 1 Million/ €12k through Crowd Funding
- Monitored and created content for social media
- Managed business partnerships to maximise support and awareness

### EDUCATION

#### GRENOBLE ECOLE DE MANAGEMENT | FRANCE | 2017 -

2019

MASTERS IN INTERNATIONAL BUSINESS

#### AMRITA VISHWA VIDYAPEETHAM | INDIA | 2013 - 2017

ELECTRONICS AND COMMUNICATION ENGINEERING