

Profile

Name: N.P.Srikanth

Designation: Manager – Placements

Education: Degree, Institution, Location, Year of Completion

M.Com-1996 Osmania University (MBA- Marketing)- DR.BRAOU

Professional Experience: Total work experience 20 + years.

Manager –Placements (FST, IFHE)February 2019 – Present: Manager- Placements & Corporate Relations, FST, Lead Placement, & corporate relations.



ICFAI Group (Joined in 2004) Sr. Manager - Sales & Operations

- Skillfully handled 03 Independent Branches i.e. Nagarjuna Hills Vidyanagar /Himyathnagar and reporting to Territory Manager (Secuderabad.) Leading and managing a team of 18 Members and ensure judicious allocation of tasks to the team members with realistic targets. Promoting & marketing campaign activities for ICFAI Business School – Hyderabad handling corporate relations for B.Tech campus hiring

Selected Achievements

Received Awards for Pan India No 1 Branch for Revenue Growth & Appreciation's from the Director .

- Significantly contributing in steering the business operations of the branch from negative growth to a positive growth stage and thereby accredited by the Vice President. Achieved award from the Board of Director's for year of growth into Corporate /branch Operations. Generated Revenues to the organization of Rs.1 crore + and a growth of 85% PA.

I2I Innovations& Solutions Pvt. Ltd. (Apr 2001 – May 2004)

They are into software development, HR Consultancy, Training & Implementation of high end technologies, embedded systems, Siebel / clarify CRM, Oracle11i Applications, SAP, People Soft and business Intelligence tools.

Business Manager

- Actively involved in identifying prospective clients, analyzing their requirements and selling easy-to-use business intelligence applications like ERP/CRM Packages. Holds the credential of single handedly drafting the blueprint for a Corporate Office in Hyderabad / Secunderabad/Mumbai I was Handling various Skills sets in IT Corporate training , Contracting staffing and Head hunting and HR Activities .

STG International Ltd., Secunderabad Jan2000 – Apr 2001

Branch Executive

- Reporting to Center Manager and entrusted with the responsibility to organize IT Carnivals, Building corporate relations with various professional HR in regards to Corporate Training.

Lea Fin India Ltd., Hyderabad Dec 1996 – Dec 1999

Senior Officer

- Involved in selling financial products for Consumer Durables and Two-Wheelers.
- Supervised Documentation, Authenticity Verification Account and File Management as well as maintained day-to-day ledgers Recovery of due amounts and notifying the customer about the dues cyclically
- Provided extensive Customer Support and competently handled the dealer's network for entire Andhra Pradesh.