**SURESH**

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**PROFESSIONAL SYNOPSIS**

16 years of experience encompassing -Sales & Marketing, Business development ,handling push & pull channels like VMS/VS/DST/DSA/CSA with HLSIL, Standard Chartered Finance limited, ICICI Bank limited and HDFC Limited, Vodafone Mobile Services Ltd., Go Talk General Trading co. LLC {Dubai},Sanga Automobiles Pvt. Ltd.

**ORGANISATIONAL SUMMARY**

#### **Company – Sanga Automobiles Pvt. Ltd. {Jan 2017 till now}**

**Current profile -** BSC – Coordinator

**Responsibilities: -.**

* Implementation of the Maruti Suzuki Dealer Policies
* Coordination among all the departments

#### **Company -Go Talk Trading LLC {Dubai from May 2016 till 31st Dec 2016}**

**Current profile -** Sales Head – Consumer Business Products

**Responsibilities: -.**

* Implementation of the direct business model.
* Key Focus on the DST recruitments.
* Retail Business tie ups
* Productivity Enhancement of the DST

**Accomplishments: -**

* Increased overall business 4 times in the short span of 6 months
* New and unique kiosk activity rolled out
* Best Debut Sales Head Award in just three months of joining

#### **Company-Vodafone Mobile Services Limited(July 07 to April 2016)**

**Profile -**Senior Manager(Jaipur & Sikar Branch Direct Team & Channels)

**Responsibilities: -.**

* Key FOCUS on DirectSales Model i.e. Direct Sales Team, Direct Selling Associates, Direct dealersand Corporate Sourcing Associate for Jaipur branch.
* Have to FOCUS high on Post-Paid Acquisition with 360 degree focus on all SKU’s like USB/Handset/M Pesa/Prepaid through Direct Channel & Distribution.
* Have to ensure Channel Expansion & ROI management of the same. Also have to ensure higher productivity levels of all the sourcing channels.

**Accomplishments: -**

* Increased overall business 5 times in last 5 yrs
* New and unique channel developed and rolled out.
* Best postpaid lead for the year 2012-2013

**Designation: -**

* Zonal Lead –Post-paid Operations (Bikaner zonefrom march 09 to march 11)

**Responsibiliteis:-**

* Lead, train & monitor the performance of Zonal Post-paid Operationscovering VS/VMS/DST/DSA/DD/ CSA & Key Account Management to ensure efficiency in operations and meeting of AOP & revenue targets.

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**Accomplishments**

* Winner for all India contest strike force- thrice in a row.
* Won Circle Combat twice
* Won the local monthly contest Vodafone Hero for more than 10 months.
* Best postpaid lead for the year 2009-2010
* Increased the Zone business by over 160%

**Designation: -**

* Branch Lead –Post-paid Operations (July 07 to Feb. 09)

**Responsibilities:-**

* Lead, train & monitor the performance of BranchPost-paid Operations covering VS/VMS/DST/DSA/DD/ CSA & Key Account Management to ensure efficiency in operations and meeting of AOP & revenue targets.

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**Accomplishments**

* Increased the Branch business by over 150%
* Winner for all India contest strike force.

**Company -Home loan Services India Pvt. Ltd., Jaipur (July 04 - July 07)**

**Designation: -** Sales Team Manager {Sr. Officer- Sales}

**Responsibilities:-**

* To handle the team of 20 executives
* Designing & managing corporate communication, brand image building and awareness campaigns
* Builders Relationship for ensuring maximum business
* Ensuring maximum brand visibility and capture optimum market shares.

**Accomplishments:-**

* All Indiawinners for highest disbursement in B cities category.
* Highest logins vs. disbursement (95%)

**Company-Standard Chartered Finance Ltd., Jaipur (May .03 - June 04)**

**Designation: -** Officer- Mortgages

**Responsibilities:-**

* Building brand focus in conjunction with operational requirements
* Plan marketing activities to achieve volume estimations & review effectiveness
* Ensure maximum mortgage business thru builders
* Provide directions to execute promotions/launches in sync with regional characteristics

**Accomplishments-**

* Highest disbursement of Rs. 4cr in the first month of joining.
* Best officer in disbursement
* Promoted as Team leader within 3 months
* Tie ups with various contractors to ensure regular business for team members

**Company-ICICIBank Ltd. Jaipur (September 02 - April 03)**

**Designation:-**Team Leader- TASC

**Responsibilities:-**

* Interface with clients for suggesting the most viable product range and cultivating relations with them for securing repeat business
* Deposit Mobilization from Army units

**Accomplishments:-**

* Deposit from RREC for Rs. 1.50 cr.

**Company -HDFC Ltd., Jaipur (December 2000 - August 2002)**

`**Designation -**Direct Sales Executive

**Responsibilities:-**

* To secure maximum business from government employees
* To ensure campaigns in various government organizations

**Accomplishments:-**

* Highest logins during the entire tenure among all the peers
* Most high values disbursed

**Computer Qualifications**:Windows 2000 & Internet Application.

**Education**: M.Com from Rajasthan University in the year 2000

##### ***Personal Details***

**Activities done:**Played cricket at district level

**Date of Birth**: 17th Oct ’1977.