

**RAKESH**

Dubai, United Arab Emirates

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**CAREER OBJECTIVE**

To work with an organization in order to learn and achieve excellence and to face challenges in the process predilection to accomplish given objectives

**PROFILE SUMMARY**

* PGDM in 2015.
* Concept & Knowledge of Marketing and Distributions
* Concept of Channel sales.
* Experienced in Fleet & Vendor Management
* Experienced in Partner Relationship Management
* Experienced in Marketing& Coordination



• Experienced in Business Development& Supply Management Experienced in Team handling.

* Experienced in Technical Support.

**Role: Sr EXECUTIVE SUPPLY – West Bengal, Ranchi ,Jharsuguda, Sambalpur, Korba. ( Nov 2017-present)–**

**Company: Black Buck**

**Role & Responsibilities –**

**Supply Marketing**

1. Daily Communication & visit to OEM & FLEET OWNER
2. Do the contract with the fleet owner and broker for increase supply o Generate leads for the contract.

o Partner Management o

o Haunting of new fleet owner in various place in all west Bengal. o Weekly review with the existing fleet owner.

o Relationship building with Potential Customers o Generating business from new & existing clients.

**WORK EXPERIENCE**

**Role: Executive (Business Development - New Supply) - Kolkata (Oct 2015 to Nov-2017)**

**Company: ANI Technologies Pvt Ltd (OLA Cabs), Kolkata**

**Roles --**

Launching & Operations Team

1. OLA Share Launching Team, Kolkata - 2016 o OLA Prime Lunching Team, Kolkata– 2016 o Training & Development (operator & Driver)

**Responsibilities--**

**Supply Marketing**

1. Daily Communication & visit to OEM & Dealerships o Dealership & OEM activity to increase supply

o Taxi Stand Event to create new Operator o Road Show Activity to create new Operator o Competitor Sourcing

o Scheme Development o Partner Management

**Dealership Handling - New Fleet Segment**

1. Kolkata 8 Dealership

**Corporate Tie up & Communication**

1. Lenders - for New scheme introduction & adding maximum lenders OEM's& Dealerships - for attractive offers to the Driver profiles

**Vendor Management**

1. New Vendor Addition, Daily Communication & Increasing Business o Vendor Bill Raising & New Scheme Development

o Training & Vendor Manpower Handling o End to End Support

**Role: Growth Officer – East Delhi (November2014–Sep2015)–**

**Company: PARLE AGRO- Delhi**

**Role & Responsibilities --**

* Dealers Management
* Team Handling - Sales & Support
* Stock Handling
* Relationship building with Potential Customers
* Direct Sales & Channel Sales
* Generating business from new & existing clients.
* MIS & Daily sales report.
* Marketing Activities

**EDUCATION**

* + **PGDM | 2013-15 |INMANTEC B SCHOOL, DELHI NCR**
	+ MAJOR: Marketing
	+ MINOR: International Business
	+ **B. COM(Hons)| 2009 - 2012 | CALCUTTA, KOLKATA**
	+ MAJOR: ACCOUNTANCT
	+ **ISC | 2007 - 2009 | ST. JOSEPH & MARRY’S SCHOOL- KOLKATA** o MAJOR: COMMERCE
* **ICSE | 2007 | ST. JOSEPH & MARRY’S SCHOOL- KOLKATA**
1. MAJOR: COMMERCE

**PROJECT WORK**

**FINAL YEAR PROJECT (PGDM)**

1. TITLE : Study of Brand Awareness and Product Acceptability among the society (GHAZIABAD) o ORGANIZATION: **Bisleri International Pvt. Ltd., Ghaziabad**.

o DURATION : 2 MONTHS.

**PERSONAL INFORMATION**

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| DARE OF BIRTH | : 11TH MAY 1990 |
| SEX | : Male |
| MARITAL STATUS | : Single |
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| VISA TYPE | : Visit Visa  |
| DRIVING LICENCE | : Indian |
| LINGUISTIC PROFICIENCY | : Hindi, English, Bhojpuri, Bengali |
| EXTRACURRICULAR ACTIVITIES | : Play Cricket |

DECLARATION - I hereby declare that the above information is true to the best of my knowledge and belief.

Date**:** **RAKESH**