

CURRICULAM VITAE

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Seeking responsible and challenging position in the field of operations management, with an organization of repute in the telecom sector / FMCG / Switchgear & Lighting, wiring device / FMEG / Retail / IAQ

An Overview

- ⇒ I'm 9 year experienced, Currently associated with **Surya Roshni Ltd.** as Territory Sales Incharge working location is Lucknow & surrounding districts
- ⇒ Handling Lucknow area (Faizabad, Sitapur, Raebareli, Barabanki, Lakhimpur, Unnao with Lucknow) 4 Super Stockist, 3 Distributor and approx 35 Stockist network with Retailers
- ⇒ Possess excellent communication and relationship management skills with proven abilities in exceeding business targets consistently across assignments and thereby adding to higher levels of revenue growth.

Areas of expertise

Territory sales Incharge // Executive - Retail // team leader objectives // customer relationship management

- Building & maintaining healthy relations with clients; ensuring Maximum customer satisfaction for referral business and program. /responsible for store staff recruiting, training, Coaching, orienting and motivating employees
- To ensure that the Sales Team is working at its optimum level / Managed merchandise levels / Collection and retentions, customer life cycle / Ensuring zero complaint position on Daily Basis / Supply & Delivery / Business Operations
- To Providing the necessary support and training to different channels and sales executives (Feet on the Street)
- To ensure that target sales are being met / Collection & Retentions
- To ensure that the interests of the company are being served / To Ensuring overall increase in the revenue of the organization
- To lead by example / Ensure efficient handling of customers and maintaining high service standards
- To keep the Sales Team motivated / Maintains a Database of Potential Customers and initiates regular follow up
- To Developing postpaid sales to both B2B & B2C, Enterprises' Business and Retail consumers in the assigned Zone / Handling Direct Sales Team / To Ensuring compliance to TRAI norms managing subscriber enrolment, documentation, etc.
- **Resolving customer's problems and complaints / Resolving disputes in billing and solving customer complaints / dealer**
- **Handling the Super Stockiest with Dealer & Distributor, Channel sales, with big Retailer network along**
- **Working over Primary and secondary business and tackle the high growth and generates the new product business with old & new dealers, circulate the sub-dealer scheme in market**
- **Smoothly relation with Dealer, Distributor Super stockist & Retailer / Stockist and developing the new dealer in area**
- **Creating Sales promotion campaigns, new product launches, demonstrations, displays, Electrician meeting, Canopy activity, coordinates with service team for quick solving complains, competitor analysis data product wise, BTL activity also help ATL**
- **Reporting to Area Manager & Regional Manager daily primary business & payment update (30 day)**
- **Focus on complete Lighting salutation product which makes by Surya Roshni Ltd. Lighting**

Professional Experience

- **16th June 2018 Presently working with "Surya Roshni Limited" as Sr. Territory Sales Incharge , Lucknow (U.P)**
- **3rd Aug. 2015 to 15th June 18 worked with Anchor Electricals Pvt. Ltd. (Panasonic Group) as Territory Sales Incharge, Jhansi & Surrounding districts**
- **16th Nov 2012 to 30th July 2015 worked in Bharti Airtel Ltd. (Off Roll under the SCSA) B2B & Retail Postpaid Business As a Team Leader in Gorakhpur & Jhansi, Lucknow Zone U.P**
- **3 month work experience as a Sales Executive "my !dea" (postpaid) M/S - Shreyash Telecommunication, Gorakhpur**
- **9 month work experience as a Marketing representative "Jaiswal Book Agency "Gorakhpur Post on Branch Manager at Basti office**
- **1 year work experience as a Marketing in" Quick Eats Pvt. Ltd". "Oyes puffs" post on ASI at Basti headquarters**
- **1 year work experience as a Marketing, Production & Administration In charge in "Jaiswal Food's (P) Ltd" (Rice Mill) Basti post on Manager**

Achievements:

- Received certificate of excellence in 2013 by Sales Head postpaid UPU
- Received certificate of excellence in 2013 by Zonal Business Manager Gorakhpur
- Appreciated by Sales Head postpaid UPU 3rd Ranking in Varchasv contest 2014 and won the LED TV

Academic Qualification

- Graduation from Dr. Ram Manohar Lohia Avadh University Faizabad. 2005
- Intermediate from Up Board BASTI. 2002
- High School from Up Board BASTI. 2000
- Pursuing Post Graduate Diploma in Marketing and Sales (PGDMS) from IICT Lucknow

Professional Qualification /IT Skills

- DCA (Diploma in Computer Application)
- (Software> Ms Office, Internet, Email , Photoshop) (Hardware > Installation, formatting etc.)
- Operating Systems: Window2000,2k7, XP,Vista , 10
- CCA(work with busy)(Certificate Course in Accountancy)

Strengths

- Good Computer and Effective communication skills. / Dedicated, Hardworking and very active.
- Work effectively independently or as part of a team. / Willingness to Excel in corporate world through Leadership Qualities
- Quickly absorb and retain new information and procedures. / Team Handling / Business Operations
- Manage all store operations / Managing and supervising office activities
- Channel sales , Corporate Sales, B2B Sales, Direct Sales, Retail sale, Institutional business & Enterprises' Business
- Handled Direct Sales Team 15 executives /
- Currently handling 4 Super Stockist, 3 Distributors with 3 Retail staff along with 5 DSP
- Generate the maximum business primary and secondary, roll out the new schemes, generates the new dealer network
- Hardcore retailing & Re-Distribution through the Super Stockist or distributor, Expert in B2B & institutional sale

Personal Detail:

- Father's Name : Lt. Ram Janak Jaiswal
 - Date of Birth : 05th Aug 1986
 - Marital Status : Married
 - Languages Known : Hindi & English
 - Religion : Hindu
 - Native place : BASTI (Uttar Pradesh)
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Preferred Location – North India

I hereby declare that the above mentions in true to best of my knowledge....

Date: 01/06/2019

Place: Lucknow (Uttar Pradesh)

PRADEEP JAISWAL

Additional Information

- **Current business turnover:** 1.30 CR per month
- **Areas/ Regions managed:** Currently & previously: Lucknow, Sitapur, Lakhimpur, Unnao, Faizabad, Barabanki & previously – Jhansi, Lalitpur, Mahoba, Orai – Jalon, Banda
- **Team size (if applicable):** 3 Retail staff & 5 Distributor sales person
- **Notice Period:** 30 days (According to the circumstances may be fewer days.)
- **Current CTC:** 5.56 Lac + 4.0 Lac = **9.56 Lac**