**VIJAY SINGH**

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**E-Mail:** [**vijay.shekhawat12@gmail.com**](mailto:vijay.shekhawat12@gmail.com)

**With 11 years of Comprehensive Skills & Knowledge in Financial & Telecom Sector:**

*~ Portfolio Management ~ Channel / Retail Sales ~ Sales & Marketing*

*~ Strategic Planning ~ Business Development ~ Corporate & SME Sales*

*~ Key Account Management ~ Distribution Management ~ Market Analysis*

**Currently working with Vodafone in Delhi Circle as Channel Sales Manager & part of Vodafone Business Services (SME Segment).** Have demonstrated proficiency in setting distribution network, managing team, analysing portfolio, tapping prospects, identifying customer needs and rendering guidance to the customers. A proactive planner with dexterity in identifying & adopting emerging trends to achieve organizational objectives and profitability norms. Have a Track record of consistently achieving sales targets, building dynamic sales teams, identifying high-yielding services and products during the career span. Adroit in maintaining healthy relationship with key accounts for generating business and leading workforce towards accomplishing business and corporate goals.

**PROFESSIONAL EXPERIENCE**

**Since March 2011 – Vodafone Mobile Services Ltd, Delhi**

**Channel Sales Manager – Small & Medium Enterprise Business**

Channel Sales - SME Business. Handling 4 SME Channel Partner (CSA) having a Team Size of up to 40 Sales Executives & Providing Complete Telecom Product and Services including Mobile Voice, Data Solutions to the SME Segment. Products Mix of Enterprise Mobility products (Voice & Data), Wireline Services (ILL /NPLC/ MPLS & PRI Line) & Business Value Added Services (Toll Free / Audio Conference / Machine to Machine Solutions, Cloud Services (Vodafone Shield / Internet Presence / MS Office 365) & other 2G/3G Solution and Services. Area handled South Delhi and Faridabad.

**The Role**

* Deliver Financial Targets for the territory on Revenue and Subscriber base by designing, building and skilling an appropriate Channel Partner Network in the territory in tune with the changing business priorities
* Institutionalize Operating Plan model for Channel Partners to drive segment KPI ‘s and execute Channel Operating plan and ensure achievement of deliverables by building a robust governance framework.
* Making Channel effective by training, motivating and monitoring the productivity of Sales Executives at Channel. Insuring Channel is able to successfully offer various product and services to SME Clients.
* Interfacing with clients for understanding their requirements & suggesting the most viable solutions and cultivating relations with them for customer retention & securing repeat business.
* Implementing competent strategies with a view to penetrate new accounts and deliver value extraction for key customer segments by achieving “total telecom” account acquisition.

**The Highlights**

* Achievement of Accounted Revenue of 15.10 Cr for the Financial Year 2014 /15.
* Total Subscriber Base increased from 11200 to 15480 Users for Financial Year 2014 /15.
* Handling a base of 1500+ SME accounts in Faridabad Area. Generating a Billing of 1.25 Cr Monthly.
* Awarded on Various Forums at Circle for Best Channel Sales Manager for Year 2013 & for Highest Data Penetration in 2014.
* Customer Satisfaction & Retention Churn Management was kept under 10 %.
* Have successfully set the distribution network in Faridabad and South Delhi territory by opening new Channel Partners and increased the Gross Adds from 300 in April 14 to 800 in March 15.
* Increased Productivity from 18 to 24 by end of March 15. Insured FOS is fully trained on all products and services.

**Dec’08- Mar’11 Aircel Limited, Delhi**

**The Role – Corporate Sales & Key Account Management**

Corporate Sales – Handled Mobility Business for Noida Zone, handling a team of 10 DST Managers. Identifying prospective clients from various sectors, creating new business opportunities, generating business from existing account, thereby achieve business targets

**The Highlights**

* Subscribe acquisition Achieved by 114% for Gross and Net Adds as per AOP for 2009 & 112% for 2010.
* DST Attrition was less than 10 % and meets the productivity and kept COA under control to Rs500/-Per Month.
* Successfully increased Speed to Market and touched base with 80% of the listed base with company for account acquisition and new account acquisition.
* Successfully Penetrated New accounts in the segment with companies like Subros Ltd, BEL, Corbus India, Country Club India Ltd, Aquafina, Birla Soft, Ceekay Daikin, Embassy of Malaysia, Embassy of China, Tech Mahindra etc.

**Jan’ 08- Dec’ 08 Reliance Capital, Delhi**

**The Role - Sales Manager for Personal loan Business**. I was handling a team of 30 Sales Officers for South Delhi location. Accountable for recruiting, training and insuring productivity of team is met.

**The Highlights**

* Tracking the productivity in respect to ticket size, boarding rates, sourcing mix, quality.
* Generated sales to 2.5 crore in 5 months from a new set up. Brought COA down to 4 % from 7 % in 5 months
* Increased productivity from 1.5lakhs to 3.5lakhs per Sales Officer.
* Have managed to maintain WIRR of 19% from 16% in March 08.
* Involved in cross-selling of financial products to new & existing customers to enhance product portfolio.

**Mar’04– Jan’08 Citi Financial Consumer Finance India Limited, Calcutta**

**Growth Path:**

Mar’04- Feb’06 Relationship Manager

Mar’06- Jan’08 Branch Manager

**As Relationship Manager**

* Effectively established new DSA and DST for Branch and insured COA is under control
* Responsible for recruitment, training, motivating and making the team/channel productive.
* Increased sales volume from 40 Loans to 200 Loans from DST with a team of 50 Sales Representatives in DST.
* Responsible for branch profitability increasing revenue, controlling losses and expense.

**As Branch Manager**

* Spearheaded the personal loan portfolio for the branch with a team of 10 employees including, Sales Officer, Relationship Managers and Customer Relationship Managers in these branches.
* Responsible for branch profitability, ANR Growth, volumes, ticket size, boarding rates, no of top up and foreclosures, branch underwriting quality and fraud control.
* Successfully increased book size from 11 crore to 15 crore from Feb’06– Mar’07.
* Brought down the delinquency of branch from 7% to 4% and kept a close check on delinquent portfolio, non starter, write-off, no of collectable accounts and gross credit loss.
* Awarded for outstanding performance by branch for achieving highest sales numbers in East in July 2006.
* Won four foreign trips for myself and the branch to places like London, Singapore, Turkey and Malaysia as launched by the company against achievements of the contest targets given.

**PROFESSIONAL QUALIFICATION**

**Master of Business Administration** from National Institute of Management Calcutta, (now know as AIMS) registered with West Bengal University of Technology Kolkata with 68.2% in the year 2004

**Specialization: Marketing**

**Academics**

**Bachelor of Commerce** from Punjab University in the year 2002

12th in Commerce Stream from Cambrian Hall Dehradun in the year 1999

10th from Cambrian Hall Dehradun in the year 1997

**Computer Skills**

* Completed six months Diploma Course in MS Office from NIIT.
* Well versed with Windows XP version and Internet Applications.

**ACADEMIC PROJECTS / INDUSTRIAL TRAINING**

~ Successfully completed **summer internship with Ashok Leyland Finance India Limited**.

**~ Survey on Insurance Portfolio**

**Contributions :**

* Finding out the potential available for earning fee based income by acting as broker/agent for insurance company in and around Jaipur.
* Conducting survey on General insurance and customer preference between different insurance companies.

**~ Transport Exchange**

**Contributions :**

* Searching for the potential market for transport exchange business in Jaipur.

**PERSONAL DETAILS**

Date of Birth : 12th August 1981

Languages : Hindi & English

Present Address : House no 1952, Sector 45, Gurgaon.

Father’s name : Brig. Hari Singh

Father’s Occupation: Defence (Indian Army)

**“**I declare that the aforestated curriculum vitae are a direct replicate of all truth…. and the facts furnished herewith bear no exaggerations whatsoever”

Vijay Singh Shekhawat