

# ***CURRICULAM VITAE***

**Nitin Agarwal**

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## **Career Objective**

To serve the organization of repute with best of my abilities, utilization of professional skill & Competencies acquired in academic career and to contribute towards organization and personal growth. Always to take high level initiatives and can do multi tasking.

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## **Professional Qualification**

- Passed Post Graduate Program In General Business Management, Xcellon Institute-school Of Business, Ahmedabad in 2010-2012
- Passed Master of Business Administration, Bharatiar University, Coimbatore in 2010-2012

## **Education Qualification**

- Passed B.Com. from KSKV Kachchh University in 2007-2010
- Passes Certified Industrial Accountant – CIA in 2007-2010

## **Internship Program**

**Period** : October, 2010 to November, 2010

**Location** : Vivante pure Food Pvt. Ltd., Ahmedabad,  
Venture of Claris Life sciences Pvt. Ltd.

### **Work Handle :**

- Conducted market research for a project on comprehensive study of milk industry
  - Distribution channel focusing on retailer at Ahmedabad
  - Conducted focus group interview for knowing buying pattern of consumer
  - Understand the milk distribution channel of Amul and Identifying the source of milk collection in Ahmedabad
  - Products Surveyed 5 Amul Outlets & Get questionnaire filled by 62 retailers.
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**Period** : July, 2011 to August, 2011

**Location** : Elegance Skyz Pvt. Ltd., Ahmedabad

### **Work Handle :**

- Conducted Research on working trend Real Estate Market of Indian
  - Conducted Primary and Secondary research on working of Real Estate Fund in India
  - Access the feasibility and viability of Real Estate Mutual Fund in India
  - Worked on Developing tool to convert Black Money into White
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## **Live Academic project/ Assignment**

- **Marketing Miracles of Ahmedabad (July, 2010):** Studied how Small Businesses have become Successful without Advertising
  - **Direct Marketing Strategies in Amway** working on their Business Model and Process (Oct., 2010)
  - **Redbrick's "School of dream"**-(July, 2011) Knowledge Bus Project
  - **Prepared Business plan on Salt Refinery** at Gandhidham Kutch a Project Report for course on Entrepreneurship (Jan., 2012)
  - **MRP (Management Researched Project)** on Portfolio Construction (Feb., 2012)
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## **Work Profile**

**Period** : April, 2009 to March, 2010

**Location** : Kanoria Chemicals & Industries Ltd., Gandhidham (Salt Division)

**Designation** : Management Staff

**Work Handle :**

- Manage day to day transaction in Tally Software
  - Handle ERP Software of firm
  - Handled the Cash Management for the Branch
  - Preparation of Bank Statement/ Bank Book
  - Maintenance of Sales Register and Purchase Register
  - Handled Billing Department of firm
  - Taking care of Inventory
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**Period** : From June, 2012 Onwards (Currently Working with)

**Location** : Bharti Airtel Service Ltd., Bhuj

**Designation** : Sr. Territory Sales Manager (For Prepaid, Postpaid, Airtel Money, HSIA Devices, Telemedia Services (DTH) Kutch Zone)

**Work Handle :**

- As a Territory Sales Manager Responsibility includes Distribution and Revenue Business for Kutch Region.
  - Identified, Shortlisted and Appointed 3 prepaid super and 7 Sub Distributor for Kutch Region
  - Established Distribution set up including Retail, FOS Recruitment & Training for Bhuj, Mundra, Mandvi, Updasa, Nakhatrana
  - Ensure EVD contribution in revenue remains 80% every month for Cost Optimization & Distribution width
  - Working closely with the Marketing team to produce any sales collateral required for the target market
  - Reporting Business Trends and area performance to the national Sales Manager
  - Ensure target achievement of Revenue & Acquisition month on month
  - Ensure achievement of Money and DTH Activation Targets, Primary and Secondary
  - Ensure 90% active retail base every month for revenue secondary
  - Direct Involvement with customer for enhancement of Business
  - Ensure Feasibility and Viability of Revenue Business for newly launched Airtel Money
  - Ensure active customer base for Airtel Money
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## **Achievements**

- Successfully Launched New product Airtel Money by standing 1<sup>st</sup> in zone in Activation and Primary and Secondary
  - Awarded Lion King for the quarter for best Internet Selling Data revenue generation
  - Awarded Roffer for being active revenue from Roffer
  - Spotlight of the month award in the month of June 2013 for being 2<sup>nd</sup> best performer in entire North Gujarat in Prepaid Sales
  - Awarded best performer in Data Sales in 2<sup>nd</sup> Quarter
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### **Key Skills And Competencies**

- Can create and deliver convincing arguments to an executive audience.
  - Ability to evaluate tasks and suggest improvements.
  - Ability to priorities workload; work effectively under pressure and to tight deadlines.
  - Ability to present, discuss and propose at a senior level.
  - Solid understanding of business concepts & dynamics for large national and international corporations.
  - Superior time management skills and strong attention to detail.
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### **Area of Expertise**

- Cold calling
  - Human Capital Management
  - Sales Force Effectiveness
  - Procurement Strategy and Execution
  - Telesales
  - Customer focus Retail sales
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### **Computer Proficiency**

- CIA(Certified Industrial Accountant)
  - MS-Office
  - Tally 6.3,7.2, 9
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### **Strengths**

- Self-motivated
  - Target driven
  - Initiative
  - Articulate
  - Influencing skills
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### **Professional Interest**

- Marketing and Sales
  - Distribution
  - Research Analysis
  - Port/shipping
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### **Personal Detail**

Father's Name	: Shivcharan Agarwal
Date of birth	: 10 <sup>th</sup> August, 1989
Marital Status	: Unmarried
Languages & Proficiency	: English, Hindi and Gujarati
Hobbies	: Playing cricket, Travelling, Listening Music.
Address	: B – 49, Nu – 4, Sapna – Nagar, Gandhidham (Kutch), Gujarat – 370 201

### **Reference**

Available at request

**Date :**

**Place :**

**Nitin Agarwal**