

**Ram Rupesh Tewari.**

Branch Sales Manager

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**Career summary**

An ambitious individual with a strong determination to succeed who also possesses impressive leadership skills and a deep understanding of customer-centric sales. Having a proven track record of working within a target driven environment and of achieving sales targets consistently. Able to sell across all portfolios of print, media and online, and having a consistent track record of being able to identify and present the most effective solutions to meet customer needs. Presently looking to join a rewarding company that provides opportunities for hard workers and over achievers.

**Professional experience and abilities**

- ☐ Identifying and exploiting business opportunities with both new and existing customers.
- ☐ Analyzing market activity and trends.
- ☐ Accurately assessing a customer's need & requirement.
- ☐ Excellent telephone sales skills: Briefing about the various benefits about the courses to the desired candidates through cold calling & prospecting over the phone.
- ☐ Ability to travel plus work remotely and independently.
- ☐ Experience of B2B, media and online sales.
- ☐ Creating innovative ways to build business from individual accounts.
- ☐ Proactive about pursuing extra sales and always striving for more.
- ☐ Responsible for business development through concept sales.
- ☐ Planning & organizing weekly sales target.
- ☐ calling on the sales leads to convert them into prospects by generating appointments.
- ☐ Handling Institutional clients like corporate houses, companies and others.
- ☐ Meeting, presenting and counseling.
- ☐ Relationship Management: Liasoning with clients on a regular basis with the objective of building & sustaining long term relationship and communicating with clients for Pre & Post Sales.
- ☐ Maintaining the MIS reports & sending mailers.
- ☐ Excellent in preparing and presenting the presentations. Creative in branding through ads and image editing.

**Jaro Education****Assistant Sales Manager**

*Feb 24 2013 to March  
27<sup>th</sup> 2014*

**Key roles:**

Branding, cold calling, convincing client, negotiating with the clients, target based activities.

Working closely with colleagues in the Sales Team and at Bangalore Office, involved in contributing to the overall process of management and corporate decision making to ensure the Company maximized its profitability. Was responsible for constantly identifying new opportunities and potential clients, as well as developing relationships with them. Also involved in submitting tenders; keeping abreast of developments in niche markets; achieving revenue and profit targets; closing value-added reseller partner opportunities in key markets and acquiring relevant market intelligence; identify customers, arrange meetings with key decision makers and secure sales; developing a highly professional and results oriented sales force capable of achieving, or exceeding, demanding sales targets in their respective fields.

**Achievements at Jaro education:**

- Got a hike of approx 30% about 120,000/- p.a on basic salary 11 months from joining.
- Achieved 140% target in overall duration (Feb 2013 to Jan 2014).
- Worked as a counselor for the team .
- Achieved 160% target for meeting conversation.

## **Academic Edge**

### **Branch Manager**

April 1<sup>st</sup> to till Date

#### **Key Roles :**

Branding, Convincing Client, Managing Team, Target Based activities, Managing Day to Day Activities of Branch, Planning & implementing new ideas for better sales.

Working with team members in the sales team at Bangalore office involved with team activities for the better performance of Team & individual for the company beneficiary. Was responsible for training & retaining the employees as well as there productive engagement with respect to the job. Also involved in understanding the perspective of the customer & making it sure the best services are delivered to them pre & post of the admissions, was also looking for achieving the revenue & profit targets.

#### **Achievements at Academic edge:**

- Managed 2 branches including Bangalore & Noida.
- Also helped with the recruitment for the company.
- Achieved 80% target in overall duration.

**Education:****Master of Business Administration**

**College:** Institute of Business Management & technology

**Specialization:** Marketing & Human Resource

**Percentage:** 75.5%

**Mini Projects:**

- ☐ Branding of Adonis Suits.
- ☐ Market Research for retail franchise in Italyx ventures.

**Internship with Projects:****CORPORATE MARKETING IN HEALTHCARE INDUSTRY WITH RESPECT TO NM MEDICAL.**

**Duration:** 25<sup>th</sup> June 2012 to 25<sup>th</sup> August 2012.

**Learning:**

- Development Concepts of Marketing Business
  - ❖ Marketing Strategy
  - ❖ Pricing policies
  - ❖ Promotion of brand name
  - ❖ Development of Business volume.
- How to survive in the competitive world.
- Process of return on investment.
- Operation and development process of business.
  - ❖ Survey
  - ❖ Cold Call
  - ❖ Hot Call
  - ❖ Prospective Call
  - ❖ Converting process of hot call to prospective call.

**PRODUCTIVE ENGAGEMENT OF PAP WITH RESPECT TO TATA POWER.**

**Duration :** 15<sup>th</sup> December 2012 to 30<sup>th</sup> November 2012.

**Learning:**

- Understanding the working environment of TATA power.
- Understanding the Industrial relation aspects.
- Basic concerns of land looser's.
- Aspects of productive engagement.

**Achievements:**

- Participated in commodity seminar and also in management fest in Institute of Management studies & Research ,Shivmoga & New Horizon college,Bangalore.
- College Topper in 3 consecutive semester.
- Represented Bangalore for the live interview of Naveen Jindal in 24\*7 NDTV.
- Organised Cultural events & management games in intra college fest.

**Personal Details:**

**Date of Birth:** 22-06-1988

**Marital Status:** Single.

**Gender:** Male.

**Languages known:** English, Hindi and Bengali.

**Nationality:** Indian.

**Current Address:** #12, kaushalya  
Nilaya, Near Hyundai Showroom,  
Jaraganhalli,  
J.P.Nagar 6<sup>th</sup> Phase,  
Bangalore, Karnataka.  
560078

**Permanent Address:** C/o Sri  
T.L.Tewari, Q. No: E-1, Ranchi colony,  
Maithon Dam, dhanbad District,  
jharkhand.  
828207

**Current CTC:** 5.46lakhs pa

**Expected CTC:** Negotiable

**Declaration:**

I hereby declare that all the information stated above is true and complete to the best of my knowledge and belief and nothing has been concealed / distorted.

Place: Bangalore Date:

**Ram Rupesh**