PankajAhlawat

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**OBJECTIVE**

Seeking a middle level management position where skills of leadership, strategic planning new business will be fully utilized and do justice to my interpersonal and academic strength.

**PROFESSIONAL QUALIFICATION:**

**M.B.A.** In Marketing from **Punjab Technical University Jalandhar(Correspondence).**

**PERSONAL SNAPSHOT:**

* MBA marketing with 6.0 years’ experience in the areas of Business Development, Marketing, Corporate Sales, Channel sales Management.
* A proactive planner and strategist with expertise in business planning, market plan execution with a flair for launching new products towards enhancing business volumes and growth.
* An effective communicator with good presentation skills.

**Career Highlights**

1. **Quadrant Televentures Ltd. (Connect Broadband) Jan 2014 – July 2014**

**Designation** - Key Account Manager

**Key Role:**

* Develop relationships with existing corporate customer and generate business
* Retain all the existing corporate customers.
* Handling a team of 15 members with 4 team leader and taking care of 3 Channel Partners.
* Identify new corporate clients from Govt. Sectors and Corporate Sectors, Generate business.
* Responsible for generate business from channel Partners also.

# Responsible for Data Business and complete IT solution

# Reliance HR Services Pvt. Ltd (Ludhiana)                    April 2009-Jan 2014

**Designation - Sr.** Associate Manager (Team Leader)

**Key Role:**

* Develop relationships with key decision markers in target organizations for business development.
* Handling a team of 15 members.
* Identify prospective clients from various sectors, generate business from the existing and thereby achieve business targets.
* Responsible for Post paid business

# Tata Tele Services(Ludhiana)                                 June 2008 -March 2009

**Designation**- Sales Officer.

**Key Role:**

* 10 month experience in direct sale as well as channel sales.
* Postpaid sales of Tata Photon and Tata Walky.

**ACHIEVEMENTS:**

* Continuously 3 month the Winner of The Scheme Power of One in Oct, Nov and December 2010 in Reliance Communications.
* Promoted as Associate Manager in Reliance communications based on excellent performance.
* Again promoted as a Sr. Associate Manager on 100% Target achievement of last quarter.

**CORE COMPETENCIES:**

* + Business Development.
  + Client Relationship Management.
  + Marketing & Product Promotion.
  + Channel Management.

**COMPUTER EXPERTISE:**

* 3 Year Advance diplomas in computer application.
* MS Word
* MS Excel

**PERSONAL DETAILS:**

Date of Birth : 7-March-1989

Languages Known : English & Hindi

Permanent Address : H.No-533/20, Opp. Atlas Ram Mandir,

Atlas Road Sonipat, Haryana (131001)

Date: Signature