# APURVA PANDYA

# Cell: (+91) 9887778859 | E-mail: apurvajpandya@ymail.com



**Professional Objective**

Ambitious, Curious and enthusiastic professional achieving consistent result and developing strong working relationships with customers, channel partners and internal teamplayers; seeking assignment in:

@SALES , @BUSINESS DEVELOPMENT, @CHANNEL SALES**.**



**Secondary from Rajasthan bord of secondary education**

Pass from govt. Secondary school karawara with IInd Division

**Senior Secondary from Rajasthan bord of secondary education**

Pass from govt. Secondary school Simalwara with IInd Division

**BSC. IT (Eastern Institute for Integrated Learning in Management)**

Pass from Platinum collage of Education Ist  Division

Pass from govt. Secondary school Simalwara with IInd Division



**EDUCATION**

**SYNOPSIS**

5+ Year experience in sales. Working in Channel sales from last 2.10 Year.

Currently handle 5 Million's Business per month.

Expertise in Channel Sales & Business Developing. Good to maintain best service of my organisation in market and developing new teams.

Accelerating growth and achieving desired goals of organization

**WORK EXPERIENCE**



Currently working in Hcl Infosystem LTD. as Sales Officer *Form June. 2015*

**JOB PROFILE**

• Responsible for overall territory business planning & execution.   
• End to end market responsibility with complete set of customers / retailers.   
• Owner of complete revenue targets for the distribution/ retail partners for devices and gears.   
• Complete ownership of all business systems & processes execution for territory assigned.   
• Responsible for increasing volume per outlet (VPO).   
• Execution of all sales & marketing inputs.   
• Ownership of promoter outlets and other business avenues.   
• Responsible for sharing & updating data as part of automation initiatives.   
• Build and manage partner (RDS/MD/Retail) relationships and gauge new opportunities.   
• People Management & Development   
• Responsible for manpower training, development, productivity.   
• Responsible to support the Promoter Network.   
• Abide by the law of land.   
• Functional ability in sales / sales ops/ trade marketing o Sales math & sales knowledge o Market knowledge & distribution hygiene   
• Energy o Self confidence o Optimistic style   
• Edge o Potential to move up multiple levels o Analytical ability & conceptual thinking   
• Execute o Speed of decision making o Time management   
• Culture Fit o Clarity of HCL culture and role and collaborative working in the current environment.

IDEA CELLULAR SERVICES LTD. as Sr.Territory Sales Executive *Form Aug. 2014 To April 2015*



**JOB PROFILE**

Responsible for overall prepaid business operation in rural markets.

Achievement of primary, secondary, activation including document collection & recharge targets.

Handle distributor stock, sales and schemes and field operations.

Work in retail market daily on beats with DSE and Distributors.

Ensure Trade scheme implementation, monitoring and benefits disbursements.

Develop retail market ensuring depth and width of retailing in the territory.

Maintain good trade relation for ensuring idea’s higher share of business.

Resolve trade issues, complaints and rectify operational inefficiencies.

Maintain idea visibility at the peak in all retail outlets throughout the market

Track and maintain sales/activation trends and required MIS for the territory.

Planning and co-ordination of every new town launch activities

**SHRI SHAKTI SPICES As sales & marketing manager *Form dec.12 to July 2014***

**JOB PROFILE**

Channel & distribution Management

Achieve sales targets and providing Customer service

Supporting and managing a marketing team

Studying competitors' products and services

Identifying target markets and developing strategies to communicate with them

Liaising with other internal departments such as sales and distribution  
 Relationship Management for a Portfolio of customers

**ASSR Education NGO as manager from *Dec. 2009 to Dec. 2012***

**JOB PROFILE**

Achieve targets and providing Customer service  
Relationship Management for a Portfolio of customers

Cost Management and staff productivity

Review all critical reports, monitor cash levels, fraud control, etc



**Computer skills**

Knowledge about hardware, networking and basic computer.

Microsoft office, adobe Page maker ,adobe Photoshop, operating system.

**skills and interests**



Self Motivated, Hard Working, Goal oriented, Good communication skills ability to deal with people.

Reading, web browsing, Music, Automobile and Bike Riding



**Personal Information**

Name : APURVA J. PANDYA

Address : 26, Gokul Village sec. 9

Udaipur Dist. Udaipur (Raj)

DOB : 28th July 1986

Languages known : Hindi, English and Gujrati

E-mail : apurvajpandya@ymail.com

**Declaration**



I hereby declare that the above mentioned information is authentic and true to the best of my Knowledge and belief. Given an opportunity, I assure you to full fill my duties to the best my ability and to your satisfaction.

**Place : Udaipur** **Your Sincerely,**

**Apurva Pandya**