**CURRICULUM VITAE**

**Haricharan Gupta**  
Vinoba Nagar  
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**PERSONAL SUMMARY**  
  
An ambitious, highly motivated and energetic sales associate with excellent marketing and business development skills. Experience of managing sales and established channel partners, franchises and. A results orientated professional with a proven ability to get results, generate revenue, improve service as well as reduce costs. Over 04 years marketing experience of working in competitive industries and successfully identifying, developing and managing new business opportunities within these markets.

**CAREER HISTORY**  
  
**DST (Sales Associate) – Vodafone Spacetel Ltd.  
April 2014 – Present**

Involved in the market developing for the companies services, as well as being in charge of the sales team.Organised new projects such as REDSTOP.

* Involved in managing enterprise unit of Bilaspur Zonal Office .
* Responsible for handling the Direct Sales Trainee and Channel Associate Partners.
* Increase the market share and meet the revenue goals for the company.
* Managing channel sales marketing functions.
* Responsible for customer satisfaction,focus on process adherence.
* Churn and Reversal Management.
* Responsible for COCP,COIP,IOIP and Corporate sales associate business – A Segments.

**Achievements:**

* Handling 02 channel partners with the format of DSE with products like Postpaid Connections,ILL,PRI,TFS,MPLS.
* Handling more than 05 huge corporate accounts with potential of 500 numbers and ILL & MPLS Services and providing services to them.Corporate accounts such as;.Adani Group of Companies,Avantha Group (KWPCL),PreimerPlant,Nova Iron and steel ltd.
* Leading Redstop project since March 2015 and ensuring of business growth and providing seamless services to corporate individuals.
* ***Experience***
* **Organization**: : HDFC Bank Ltd.
* **Designation** : Sales officer (Home loan/ casa)
* **Duration** : 25-April-2011 to 04-April-2013

***Experience***

* **Organization** : Indusind Bank Ltd.
* **Designation** : Associate sales officer (Home Loan)
* **Duration** : 25-sep-2013 to 15 jan-2014
* **Job Responsibility** : Interacting the people

And convince them

* **Key Learning’s** : Management skills

: Time management

: Communication skills

Confidence billing

***Education***

* PGDCA from M.C.U. University Bhopal (M.P.) 2009
* M. Com final year is running
* B. Com final year Passed from APS University in 2007
* 12th (HSC) Passed from M.P. Board in 2004 with 52%
* 10th (SSC) Passed from M.P. Board in 2002 with 58%

*Strength*

* Positive attitude, willingness to accept responsibility, being a fast learner. I have gained knowledge from my seniors, which help to achieve my target and produce good result.



***I.T Skills***

Basic Computer, M.S Office, Internet.

***Major Project***

* Project on Bank of Baroda ATM that how it works
* 60 days summer training from Godrej & Boyce Mfg. Ltd



***Personal Profile***

Name : Hari Charan Gupta

Fathers Name : Mr. Purshottam Das Gupta

Mothers Name : Smt. Girja Gupta

Date of Birth : 09/11/1987

Language Knowledge : Hindi & English

Nationality : Indian

Maritial Status : Unmarried

Hobbies : Listing Music, Playing Cricket



***Declaration:***

I hereby declare that all the above information is true and correct to the best of my knowlage and belief.

**Date**:

**Place**: **Bilaspur** ***(Haricharan Gupta)***

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