# GIRIDHAR.B

# email ID: [giridhar.jan09@yahoo.com](mailto:giridhar.jan09@yahoo.com)

# Mobile: 7411374006

|  |
| --- |
| **SUMMARY** |

Career enhancement to work in a challenging environment using my Experience and management skills for the organization, there by achieving personal professional growth.

|  |
| --- |
| **ACADEMIC PROFILES** |

* **M.B.A** in Finance& Marketing (2007-2009) from Ronald Ross P.G College, Affiliated by Osmania University.
* **B.Com** (2004-2007) from STBC College, Kurnool, Affiliated by Sri Krishnadevaraya University.
* **Intermediate** in Accounts & Taxation (2002-2004) from Govt. Junior College, Kurnool.

|  |
| --- |
| **ACHIEVEMENTS and AWARDS** |

* Best Performance award for the quarter in 2012.
* Gold award for 2nd quarter in 2013.
* Gold award for Launching Online Billing Application Transtrack in PAN India (23 Circles).

**Organizational Experience:**

|  |
| --- |
| **TATA TELE SERVICES** |

Working with **TATA TELE SERVICES** Hyd as Territory Sales manager from July 14.

***Responsibilities***

* Responsible for handling Distributors and Sub Distributors in the Territory.
* Handling the team.
* Placement of Outlets in Different villages.
* Branding the Products.

|  |
| --- |
| **Bharti Airtel Limited** |

Worked with **Bharti Airtel Limited** Bangalore, as Territory Sales manager from June 2011 to July 2014.

***Responsibilities:***

* Responsible for handling Distributors and Sub Distributors in the Territory.
* Responsible for sales in (Pre Paid Sims, DTH, Data Cards) through Channel Sales.
* Responsible for Net-adds, Revenue growth, marketing growth, marketing actives,
* Responsible for implementations of operational process in the assigned territory.
* Identifying new potential sites for net work creation.

|  |
| --- |
| **Bharti Airtel Limited** |

Worked with **Bharti Airtel Limited:** Hyderabad, as RA Tester (Associate) from Dec 2009 to May 2011.

***Responsibilities: -***

* Testing and validation of New Products.
* Block out testing and Validation.
* DA Testing and Validation.
* New Series Testing and Validation.
* VAS Testing and Validation.
* PSO bit Testing and Validation
* New Tariff Testing and Validation.
* Recharge Testing and Validation.
* New MSC Testing and Validation.
* GPRS Testing and Validation.
* Promo ID Testing and Validation.
* SCP and SDP Upgrades Testing Validation.

|  |
| --- |
| **TECHNICAL SKILLS** |

* Operating Systems : Windows 98 & 2000
* DCA : MS-Office , & Internet Skills
* Applications : Oracle 11 i & R12

|  |
| --- |
| **STRENGTHS** |

* Quick learner
* Planning before I start any work
* Self confident
* Leadership qualities
* Team Management

|  |
| --- |
| **PERSONAL INFORMATION** |

Name **:** B. Giridhar

Father’s Name **:** B. Krishna Murthy

Date of Birth **:** 07-01-1984

Nationality **:** Indian – Hindu

Marital Status **:** Married

Languages known **:** English, Hindi, Telugu and Kannada

Date:

Place:

(GIRIDHAR.B)