**PUSHPENDRA SINGH NATHAWAT**

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*To work in an organization where I am able to contribute to the organization’s growth and profitability with my skill and in turn get an opportunity to gain exposure and expertise that would help me build a strong and successful career*

**Snapshot**

* Possess fair mix of people management & business aptitude for day to day operations
* Expertise in achieving service delivery and process targets with solution orientated and negotiating skill.
* Self-motivated, positive, enthusiastic and goal-oriented, with a high level of flexibility and resourcefulness
* Superior communication and interpersonal skills, multitasking with an ability to interact with a wide range of people
* Demonstrated excellence in understanding of customer’s problems and providing resolution in a timely fashion.
* Acquired specialization in subjects such as Operations Management, Service Marketing, Marketing Management & Integrated Marketing Communications

**Academia**

**MBA (Marketing & Finance)** from TAPMI School of Business, Jaipur in 2015 **with 8.14 CGPA.**

**B.Tech. (Electronics & Communication)** from Rajasthan Technical University in 2012 **with 61.3%**

**Internship Experience**

**Internship (june’14 – july’14):**

**Marketing Intern**

**Work Profile:**

**Company- IchieveEducation,Gurgaon**

* Marketing analysis of Jaipur for cross industry and industry integrated education program.

1. Generation of leads through cold calling and developing of prospects from leads converting them to clients.

2. Making of proposal according to program offered and negotiating with clients to fetch the best deal.

3. To get the business from existing clients.

* Marketing campaign for JECRC-ICHIEVE MEDIA PROGRAM.

**CURRENT ORGANIZATION**

**VODAFONE, Jodhpur Rajasthan (Jun’15 – present)**

**Relationship Manager (Executive Trainee)**

* To manage and drive sales through distribution in order to attain market leadership in given territory, through growth in gross revenues and revenues.
* Deliver sales target for all products by executing distribution strategy at the channel partner level.
* Monitor Quality of acquisition.
* Ensure availability of products at retail while adhering to norms.
* Execute promotional activities for channel partner to drive sales and build market credibility.
* Achieve zonal targets for distribution channel across all products.
* Keep motivation level high through regular meetings with distributors, retailers and off roles sales representative.
* Achievement of key targets in the distribution network (Sales, Revenue) in the territory.
* Performance management of channel partners sales force.
* Accountability for revenue targets for distribution channel for all products
* Monitoring of distributors’ sales force and retailers.
* Resolution of channel-specific issues within timelines.

**Academic ProjecTS**

* Marketing mix for RC Cola.
  + To understand customer and retailer preference about various aspect of marketing mix of RC cola
* Marketing Research Project at The Lalit, Jaipur – Survey based research to understand customer preferences and provide suggestion according to results.
* To study the effect of logistic and supply chain management on plant of Shree cement at Bhiwadi, Rajasthan plant.

**ACHIEVEMENTS**

* Represented school in CBSE Clusters in football and handball.
* Represented school in national volleyball tournament.
* Captain of school cricket and college cricket team.
* Organized PRODUCT MELA in TSB, responsible for Financial and Marketing activities.

**Personal Specifics**

Date of Birth: 16 January, 1990

Languages Known: English, Hindi & Marwari.

**Personal Specifics Personal Specific**