**Tushar Alai**

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**Career Objective**

To set the Business Operations & manage resources and achieve the goal as a Leader

**Domain Skills**

Sales, Marketing & Business Development, Developing new clients and negotiating with them for securing profitable business, Forecasting sales targets and executing them in a given time frame thus enhancing client Sales, Handle Presentations, Product demos and interaction with all key people and convince them implicitly, closing the case keeping all the major aspects in front and increased sales growth.

**Organization Details**

**Company Name: Intelli-Vision Technologies**

**Duration: From 1st December 2017 till date**

**Designation:** Business Development

**Job Responsibilities**

Responsible for all Marketing & Sales Activity including B2B and B2C, Marketing Communications, marketing campaigns, event, trade shows, and educating: customers - business partners - system Integrator, OEM across India and Asia.

Helping such companies those bidding for Indian Smart City Project - through Providing Security & Surveillance, Artificial Intelligent, cloud-based Security and Video Analytical Solutions.

Providing Solutions to Retail Stores in terms of better understanding of their store traffic customer/mood/mind etc through which enhancing their Sales and Reducing their Service Time.

* An astute & result oriented professional with nearly 3 Years of exhaustive experience in Business Development, Sales & Marketing, Product Promotion, Distribution Management & Team Management, Customer Services, Data Management etc
* Attained proficiency in expanding the business operations and sales & marketing activities in India & Asian countries.
* Identify potential customers. Meet and connect with them. Communicate with business value add to customer with the help of Technical person. Close the deal. Achieve the targeted sales goal.
* Excellent interpersonal, analytical and negotiation skills.

**Company Name:** **Reliance Communication**  
**Duration:** **From 1st February 2016 to 30 November 2017**  
**Designation:** Assistant Manager  
**Job Responsibilities**

* Designing Business plan on a Monthly, Quarterly and Annual basis covering the Major Corporate Accounts regional distributors and dealers
* Focusing on Acquisition of new business to grow potential accounts from existing value to its true potential.
* Potential Mapping the requirements of enterprise clients and providing them the best solution to meet their recruitment branding needs effectively.
* Achieving sales objectives revenues by selling up-selling and cross-selling varied offerings including branding options
* Customization of the training modules for the existing clients by maintaining good relationship thereby enhance usage Sales Analysis Usage review and planning product analysis on a Quarterly basis to arrive at action plan
* Closely monitoring competitor activities and assisting in planning counter strategies Sales management to drive both volume and value business
* Managing a team & implementing sales processes and making the team adhere to all the Prescribed Reporting/monitoring formats.
* Coordination and driving regular product training of key dealers/dealer and distributor salesmen with the training team in respective territory.
* Responsible to increase the width of the distribution.
* Competitive market analysis.
* Distribution Gap Management.
* Responsible for making cost-effective and sustainable Distribution Model.
* Distribution KPI evaluation.
* Handling channel sales, prepaid sales, achieving primary targets, gross targets, UAO/DAO targets as well as secondary targets.
* The Territory Sales in-charge is responsible for delivering sales for the company through his own efforts in selling & managing the distribution system.
* The territory sales in-charge role is extremely crucial to the performance of the sales network
* To assure completion of the Acquisition and Revenue target given by the company to the Distributor
* To maintain day by day reports, coordinating with subordinates and DSR.
* Handling Distributors Queries.
* Looking after Retailer Complaints.
* To keep and check DSR’s of the sales team and to ensure the smooth running of the sales team and the Distributor.

**Company Name:**  **iLeadFarmer Pvt Ltd, Pune**   
**Duration:** From May 2015 to July 2015  
**Designation:** Business Development Executive   
**Job Responsibilities**

* To do the market research, lead generation and appointment setting with the target audience.
* Implement the door knocking strategy and get entry at multiple hierarchies in an organization.
* To contribute to iLeadFarmers Sales Team in generating new client acquisition
* Increase the market reach of iLeadFarmers and introduce our brand to the various target companies in the cities mentioned above.
* To understand the website Offer for IT and marketing services like lead generation, UI/UX (design) and digital marketing.

**Company Name:**  **Shri Swami Samarth Bank**   
**Duration:** From Jan 2011 to Dec 2011  
**Designation:** Key Account Manager   
**Job Responsibilities**

* Managing a team of 3-4 Account Managers
* Direct retail and corporate sales role
* Hunt new corporate relationships
* Build corporate relationships and conduct micro sales activities
* Acquisition of salary accounts and cross sell products on a daily basis
* Maintaining relationships with the department heads / contact people at a corporate level
* Ensuring salary credits in all salary accounts sourced.
* Meeting daily, monthly sales targets for salary accounts and cross sell products

**Educational Qualifications**

MBA in Marketing from Indira Global Business School, Pune from Pune University in 2014-16.

Bachelor in Computer Science from Panchavti College of Mgmt, Nashik from Pune University in 2014.

Dip. in Computer Technology from Shree SHHJB Polytechnic, Chandwad from MSBTE University in 2012.

HSC in Science from KAANM Sonawane College, Satana from Nashik Board in 2008.

SSC in Pravara Public School, Pravaranagar from Pune Board in 2006.

**Extra-Curricular Activities**

* Won 2nd Prize in PUMBA for the Fortune 500 Event.
* Won 2nd Prize in Sinhgad College of MBA in Erandwane for the B-Plan Event 2014.
* Presented Taluka Level for Math’s Exhibition in Math’s Stood 3rd in 2006
* Played Hockey from University of Pune at State Level, Pune in 2010.
* Played Hockey from Satana College at District Level Winner in 2008.
* Played Hockey from PPS at State level Winner in 2005.
* Football from Shree SHHJB Poly, Chandwad at District Level Runner in 2009.
* Indian Public School Conference in GK test in 2005 stood 3rd in PPS.
* Participation in Drawing Competition in 2003 in Pravara High School, Kolhar.
* Pravara Institute of Medical Science Marathon (10km) stood 2 position in 2005.

**Personal details**

Date of birth: 26th August 1990.

Languages knew: English, Hindi, and Marathi.

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