

RAKESH CHANDRA JOSHI

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ENTERPRISE SALES -OPERATIONS – CORPORATE SALES

A Challenging & Stimulating Pursuit in a Reputed Organization, Where I Can Best Utilize My managerial Skills and Strengths to Accomplish the Organization's Goals and Objectives and at the Same Time Get an Opportunity to Expand My Knowledge base while makes good use of my technical skills and encourages individual growth.

PROFILE

- Diligent and result-oriented **Techno-Sales Professional** experience of **15+ years** in areas of **Enterprise Account Management, Business Development, Corporate Sales, Retailing & Brand Development**.
- Experienced in retail business, handsets selling & handset distribution, in SMB, also experienced in retail store operations & its compliances.
- Hands on experience in **enterprise business sales** & solutions.
- Experienced in creating and maintaining long term profitable business relationships through visionary leadership, extensively assessing client needs, and strategically positioning product in line with customer and market needs/ projections over projects.
- Experienced in SME broadband sales & Wi-Fi broadband projects.
- Outstanding instructional, interpersonal, and business / communication skills with capability to handle a wide range of assignments ranging from Key Account Management, Corporate/ HNI Sales, PR, Strategic Planning, Market Research and complete range of Marketing & Operational activities.

KEY COMPETENCIES

- Strategy • Team Management • Negotiation Skills • Process Management • Training & Development Client servicing/Troubleshooting • Performance improvement • Marketing/ Business Development
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PROFESSIONAL EXPERIENCE

Plusnet communication Pvt. Ltd (May 2022-Present)

Business operations Head

Summary: Taking care of Ahmedabad and leading Gujarat sales team as lead & responsible for entire branch operation related to sales and operations related activity.

True Digital Solutions (May 2013-Apr-2022) (104 Months)

Business operations Head

- Responsible for managing corporate sales in SME segment of IT Products like servers, business series laptops, cloud hosting solutions.
- Sales of EPABX & IP Sip solutions & their hardware integrations.
- Sales & service of IP based CCTV Cameras & Analog cameras.
- Taking care of enterprise solutions as telecom partner with various tier one ISP.
- Sales of online/ offline ups for server rooms and critical area like hospitals.

TATA TELE SERVICES LTD (Dec 2011-May 2012)

Business Relationship Manager

- Responsible for managing corporate sales in listed accounts.
- Enterprise sales for listed corporate, customer care operation, and IOCR revenue for GSM voice sales.
- Worked as key relationship manager & responsible for sales and marketing of enterprise solutions like **lease line, MPLS,IOT, EPBX**, IP solution like SIP, Cloud storage management, server co-locations etc.
- Responsible for new business development based upon Gross Additions, Revenue Growth, and Churn Control, Customer Satisfaction & retention, along with channel sales operations & CSET compliances of retail store with internal & external audit.
- Responsible for sale of Wireless products like Walky, Photon Plus, Wireless **VPN solution** and all wireless products.

You Broadband**Feb '11 – Sep '11****Key Accounts Manager (Corporate Sales)**

- Working as key accounts manager and responsible for sales and marketing of lease line.
- Responsible for new business development based upon Gross Additions, Revenue Growth, and Churn Control & Customer Satisfaction.
- After sales upgrading existing customer for new business development based upon Gross Additions, **Revenue Growth**, and Churn Control.

TIKONA DIGITAL**Jul '10 – Feb '11****Key Accounts Manager (Corporate Sales Operations)**

- Working as key accounts manager and responsible for sales and marketing of lease line and corporate solutions.
- Gained exposure of direct sales with deploying sales strategies for accomplishment of revenue and profitability targets yielding in consistent performance.
- Responsible for acquiring new lease line business and handling technical support over phone with support of ATS team.
- Looking after upgrading existing customer toward Wi-Fi solution and Bandwidth and also for sales of Wi-Fi products and campus wireless Wi-Fi solution.
- Responsible for new business development based upon Gross Additions, Revenue Growth, Churn Control & Customer Satisfaction.

Achievements

- **Achieved Nationally First Position in Corporate Sales in terms of revenue.**

TATA TELE SERVICES LTD**Jan '08 – Nov '09****Manager (Retail Store Operations/ Channel Sales)**

- Was responsible for managing the retail store operations, enterprise sales for listed corporate, customer care operation, and channel sales and distributors revenue.
- Looked after PCO and RTB Business and also after Prepaid, postpaid and corporate Acquisition sales targets.
- Was also responsible for territory channels sales operations of prepaid and postpaid with mobile sales targets.
- Handling team of 25 people over company outlets and distributor channels.
- Lined up new distributors and channels for new business.
- Was responsible for handling, reporting & compliances support, 18 BR outlets (TVH/TVS)COCO

- **Awarded Spot Light for Highest Postpaid sales in BR store sales in Rajasthan**

RELIANCE COMMUNICATION**May '07 – Jan '08****Sales Executive**

- Was responsible for managing the team for broadband Sales and for sales of prepaid/postpaid landline phones (Wire line Phones).
- Managed marketing activities for LCO business. (Type of channel partner sales) and achieved targeted Market & Sales Penetration in RFS BOI's and Ensure Sales targets are met by individual SAs.
- Was responsible for Acquisition, Revenue Maximization, Maximize Realization, Retention and ensured Customer satisfaction.
- LCO Wire line Network Implementation in the assigned physicality by ensuring the requisite Permissions from the BOI's and Baby BOI's.
- Responsible for sales of enterprise products & solutions in Named Account of Reliance.
- Responsible for building enrolment permission for new RFS areas in coordination with fiber rollover team.

Orex India Pvt Ltd

Aug 05 – Apr 07

Admin & operations Executive

- Keeping track of inventory and ordering supplies.
 - Maintaining financial, employee, and client records.
 - Drafting and mailing clients of behalf of company MD, correspondence & newsletters.
 - Organizing events, scheduling meetings, and making travel arrangements.
 - Managing the maintenance of office and facility equipment.
 - Providing administrative support to other departments or projects as needed.
 - Responsible for labor and manpower recruitment & its documentation process.
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ACADEMIA

PG-EDP, Nirma University (Ahmedabad)

MBA in Telecommunication/HR (NIM)

B. Com ♦ Kota University (VMOU), Jodhpur

Date of Birth: 17th September 1984

References: Available on request

Present Location: Ahmedabad (Gujarat)