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Apercu:

A dynamic go-getter with honed communication abilities combined with flexible & detail oriented attitude. A skilled professional with 8 years of enriched experience in Sales & Marketing, Key Account Management, Business Development, & Team management. Expertise in handling marketing and business development activities, analyzing market trends & establishing healthy business relations with clients.

Skills:

⬩ Self Motivated ⬩Analytical & Methodical Approach ⬩ Integrity & Value driven ⬩Strong Analysis & Decision making skills ⬩Key Account Management ⬩Business Development ⬩Channel Sales ⬩ Channel Management ⬩CRM ⬩Sales force ⬩Ability to understand pricing, and translate into the negotiation strategy ⬩ Communication skills ⬩ Interpersonal skills ⬩ Manpower Planning/ Recruitment ⬩ Operations ⬩ Payroll process ⬩ People Management ⬩ Quick learner ⬩ Team Management ⬩ Understanding of the Decision making process of the concerned Institution ⬩ Vendor Management ⬩ Telecommunications ⬩ Staffing ⬩ SAP Consulting

Professional Experience:

**Adecco India Pvt Ltd - Ahmedabad, Gujarat Account Manager August 2012 to till date**

* Visiontree Consulting Pvt Ltd Consulting Manager Nov’14 till
* Adecco India Pvt Ltd – Ahmedabad Account Manager Aug’12 to Nov’14
* Adecco India Pvt Ltd – Baroda Business Manager Nov’11 to Aug’12
* Tikona Digital Networks Pvt Ltd, Rajkot Area Manager Feb’11 to Sep’11
* Spidigo, Ahmedabad Territory Sales Manager Nov’09 to Jan‘11
* Bharti Airtel Services Limited, Ahmedabad Sr .Officer – B2B Nov’08 to Oct’09
* Bharti Airtel Services Limited, Ahmedabad Sales Officer – Res-Comm. Jun’07 to Oct’08
* **Visiontree Consulting Pvt Ltd** (Nov’14 till) as **Consulting Manager** – SAP **Accountabilities:**
* Business Development and Client Relationship Management in SEA region.
* Niche SAP Professional Sourcing.
* Defining and implementing profit-oriented sales and marketing strategies for Visiontree Consulting for SAP Professional Services.
* Maintain detailed account information in Salesforce (SF) system in support of cross departmental business intelligence.
* Supporting Existing SAP Customer Base of Vision tree with their Ongoing Staffing needs in SEA region.
* Managing SAP Channel in SEA region.
* **Adecco India Pvt Ltd**, Ahmedabad **(Nov’11 to Nov’14)** as **Account Manager**

**Accountabilities:**

* To manage and service listed clients for temp staffing & perm staffing.
* Develop and implement comprehensive strategic sales & account management plan for all assigned accounts & prospective business.
* Develop & expand key executive label relationships.
* Maintain excellent relationships with existing accounts and increase share of wallets.
* Pro-actively work with clients for Business volume forecasting and budget for their needs.
* Identify prospective clients & generating business from new clientele.
* Translating corporate strategies into specific priorities, objectives, and action plans.
* Projecting clients’ performance and accordingly planning the business volume.
* Maintain detailed account information in customer relationship management (CRM) system in support of cross departmental business intelligence.
* Collecting periodical feedback from existing accounts and remodeling a better solution.
* Establish and maintain good relationship with client through regular contact and reviewing service to ensure quality at all times & meeting service level expectations.
* Effective coordination with all departments to ensure timely services with strict process adherence.
* Handling client escalations & resolving it within TAT.
* New Business Acquisition.
* **Tikona Digital Networks, Rajkot ( Feb’11 to Sep’11 ) as Area Manager**

**Accountabilities: (Team size managed - 20-25)**

* Looked after Sales and Service assurance in Rajkot.
* Lead a team of DST, DSA, and SDSA.
* Maintaining relations with dealers, DSA formulating various schemes for sales promotion.
* Meeting customer acquisition targets.
* Implement process and systems for acquiring business from clients.
* Handle the tasks of developing and implementing dealer expansion and training programs to assist salespeople and vendors.
* Responsible for conducting assessment needs of new employees.
* Acceptance and closure of SMS based tasks, assigned to TE team to drive proactive health check.
* Plan and facilitate network creation by ensuring requisite permissions from the buildings.
* Submitting market feedback for enhanced customer satisfaction.
* **Spidigo, Ahmedabad ( Nov’09 to Jan’11 ) as Territory Sales Manager**

**Accountabilities: (Team size managed – 8-12)**

* Lead a team of Direct Sales Team and Retailers.
* Responsible to meet their daily, weekly and Monthly targets.
* Responsible for monitoring and supervising the daily activities of staff.
* Solving Dealer, and Customer Issues as and when required.
* Analyzing marketing trends and tracking competitor’s activities and providing valuable inputs for product enhancement and Sales & marketing strategies.
* Implementation of business strategies and sales targets in area.
* **Bharti Airtel Services Ltd, Ahmedabad ( June’07 to Oct’09 )** as **Sr. Officer – B2B Sales**

**Accountabilities:**

* Selling of fixed line, Broadband, PRI, BRI lines to B2B customers.
* Responsible to meet the monthly target of PRI line, Centrex Line and Bandwidth.
* Negotiating with key decision makers.
* Generate business from SME, Corporate account from the entire feasible network of Ahmedabad.
* Establishing tie-ups with financially strong and reliable channel partners, resulting in deeper market penetration and reach. Meeting Sales Targets.
* Monitoring timely installation of lines coordinating with different departments.
* Handling clients for the first four months.
* Responsible for 0-4 months churn.
* Relationship Building.

Achievements:

* Adecco : Certificate of appreciation for winning client confidence – Oct’13, Aug’14 & Sep’14.
* Adecco : Certificate of appreciation for contributing in Adecco Triathlon Club - Feb’12 & Mar’12.
* Spidigo : Recognized for Best prominent team – Sales for the month of Dec’09.
* Airtel : Recognized as Best Officer – Sales for the month Dec’ 08 and Jan’09.

Educational Detail:

* **Post Graduate Diploma in Management**: 2015: From IGNOU, Ahmedabad.
* **Bachelors of Science: Specialization – Physics**: 2007: From St.Xavier’s College, Ahmedabad.
* **HSC (XII) 2004**: Rajasthan High School, Shahibaug.

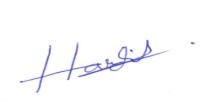
Other Certifications:

* NCC “C” Certificate: From 02’GUJ AIR SQN NCC in 2007.
* NCC “B” Certificate: From 02’GUJ AIR SQN NCC in 2006.

Personal Information:

* Date of Birth : 04th August 1986
* Father’s Name : Kirit G Uppal
* Sex /Nationality/Marital Status : Male/Indian/Married
* Passport details: : Valid Indian Passport
* Driving License : Valid Indian License
* Languages Known: : English, Hindi, Gujarati (Read, Speak & Write)
* No of Dependants : 04 Members

I hereby declare that all the information given here in is true to the best of my knowledge and belief.

**Date:** 

**Place:** Ahmedabad (Hardik Uppal)