

## Curriculum Vitae



**Name** : PankajKumar Bajaniya  
**Father's Name** : Khushalbhai N Bajaniya  
**Birth Date** : 19<sup>th</sup> November, 1976  
**Religion** : Hindu  
**Add For Comm.** : A-302, Shyamvilla-2,  
Opp. Maruti Service Center,  
Nr. Haridarshan Cross Road,  
New Naroda,  
Ahmadabad – 382330  
**Contact** : (M) +919137001346  
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**Qualification** :

- Bachelor in Commerce with special subject of Accounting & Auditing from Gujarat University, Ahmadabad in 2003 with Second Class.  
Pursing MBA with Sales & marketing in Sikkim manipale.

**Computer Literacy:**

- Platform : Windows XP
- Software : Aware of MS Office, Excel & Internet E-mail etc.

**Work Experience** :

- Presently working with **“DISH INFRA PRIVATE LIMITED” (Dish TV)**

**POST MARGER**

**22/03/2018 TO TILL DATE**

**Area Sales Manager Ahmedabad**

**“VIDEOCON D2H LIMITED” (d2h)**

**In AHMEDABAD**

**From “09<sup>th</sup> OCT’2017 TO till Date.**

- O Designation : Area Head Sales
- O Posting : Ahmadabad, Gujarat.
- O Reporting to : Cluster Head

O Nature of work : Team Management and Distributor Management introduced them about our different type of product for helping them for sale of product and networking team who are working for the same in chain system.

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- >Worked for 1.5 Month with **“SYSKA LED LIGHTS PVT LTD. (SSK GROUP)”**  
(FMCG) in AHMEDABAD.  
From “21<sup>th</sup> Aug’2017 to 7<sup>th</sup> Oct 2017.

O Designation : Area Sales Manager  
 O Posting : Ahmadabad, Gujarat.  
 O Reporting to : Branch Manager  
 O Nature of work : Team Management and Distributor Management introduced them about our different type of product for helping them for sale of product and networking team who are working for the same in chain system. I handle 5 Distributors 3 TSM, 10 SO both r ON ROLL people r report me in Ahmadabad city.

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- Worked for 6 Months 8 Days with **“RELIANCE COMMUNICATION LTD”**  
In Ahmadabad (BECAUSE OF MARGER TO MTS)  
From “12<sup>th</sup> Feb 2017 to 20<sup>th</sup> Aug 2017.

O Designation : Zonal Business Manager  
 O Posting : Ahmadabad, Gujarat.  
 O Reporting to : Asst. Director.  
 O Nature of work : I am involved in Handling 10 FOFO & POS & after some time company given Distribution in Ahmadabad city. Handling sales through Branded Retail Store & 3 Distributors. Came in to Reliance communication for Merger contract.

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- Worked for 5.2 Year with **“SISTEMA SHYAM TELESERVICES LTD”**  
In Ahmadabad  
From “12<sup>th</sup> Dec’2011 to 11<sup>th</sup> Feb 2017.

O Designation : Area Sales Manager  
 O Posting : Ahmadabad, Gujarat.  
 O Reporting to : Zonal Business Manager.  
 O Nature of work : Team Management and Distributor Management introduced them about our different type of product for helping them for sale of product and networking team who are working for the same in chain system.

## ACHIVMENT

<b><u>AWARDS NAME</u></b>	<b><u>MONTH</u></b>	<b><u>ZONE</u></b>
>"ENDEAVOUR AWARD"	DEC'2011	AHMEDABAD 1
>"CHAMPION AWARD"	FEB'2012	AHMEDABAD 1

- Worked for 2.1 Year with “**VIDEOCON TELECOMMUNICATION LTD.”**

In Ahmadabad

From “9<sup>th</sup> Nov’2009 TO 11<sup>th</sup> Dec’2011

- Designation : Channel Sales Manager
- Posting : Ahmadabad, Gujarat.
- Reporting to : Zonal Sales Manager.
- Nature of work : Team Management and Distributor Management introduced them about our different type of product for helping them for sale of product and networking team who are working for the same in chain system.

- Worked for 8 Months with “**ONWARD MOBILITY SOLUTIONS PVT LTD”.**

In Ahmadabad

From “7<sup>th</sup> April 2009 TO 8<sup>th</sup> Nov’2009.”

- Designation : Territory Sales Manager
- Posting : Ahmadabad, Gujarat.
- Reporting to : Circle Head (Sales)
- Nature of work : Team Management and Distributor Management introduced them about our different type of product for helping them for sale of product and networking team who are working for the same in chain system.

- Worked for 2 Years with “**IDEA CELLULAR SERVICES LTD.”**

In Ahmadabad

From “7<sup>th</sup> July 2007 to 7<sup>th</sup> April 2009.”

- Designation : Senior Territory Sales Executive
- Posting : Ahmadabad, Gujarat.
- Reporting to : Marketing Manager, Ahmadabad.
- Nature of work: Sales and Marketing, Team Management and Distributor Management.

## **ACHIVMENT**

<b><u>AWARDS NAME</u></b>	<b><u>MONTH</u></b>	<b><u>ZONE</u></b>
>"EXCELLENCE AWARD"	DEC'08	FOR REGION 2
>"EXCELLENCE AWARD"	MAY'08	FOR REGION 2
>"BADSHAH"	SEP'08	FOR THE AHD ZONE
>"BADSHAH"	JULY'08	FOR THE AHD ZONE
>"SIKANDAR" 01 TO 14	SEP'08	FOR THE AHD ZONE
>"SIKANDAR" 15 TO 28	SEP'08	FOR THE AHD ZONE
>"SIKANDAR" 21 TO 03	AUG'08	FOR THE AHD ZONE
>"DONE OF THE WEEK" 1 TO 7	SEP'08	FOR THE AHD ZONE
>"DONE OF THE WEEK" 8 TO 14	SEP'08	FOR THE AHD ZONE
>"DONE OF THE WEEK" 15 TO 21	SEP'08	FOR THE AHD ZONE
>"DONE OF THE WEEK" 21 TO 27	JULY'08	FOR THE AHD ZONE

- .Worked for 2 Year & 6 Months with M/s. Vinodchandra & Brothers

**“RELIANCE PRE-PAID SERVICES”**

In Ahmadabad

From “16<sup>th</sup> Feb 2005 to 6<sup>th</sup> July2007.”

- Designation : Team Lieder
  - Posting : Ahmadabad, Gujarat.
  - Reporting to : Owner of the Firm
  - Nature of work: Sales and Marketing of the product.
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- Worked for 1Year & 10 Months with M/s. Amarnath Agency

**“IDEA POST-PAID SERVICES”**

In Ahmadabad

From “22<sup>th</sup> May 2003 to 15<sup>th</sup> Feb2005.”

- Designation : Field Sales Officer
- Posting : Ahmadabad, Gujarat.
- Reporting to : Owner of the Firm
- Nature of work : Sales and Marketing of the product.

- **Current CTC:- 9.16k (FIX PAY NO ANY VARIABLE)**

**Pankaj Bajaniya**