

Ratnesh Pandey

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~Carrer Summary~

A professional and pro-active person, who always has an upbeat positive attitude and who possesses a successful track record in building and cultivating business critical relationships. Ratnesh is always calm and tactful and can deal with any situation that arises, he is an entrepreneurial team oriented person who thrives in a high-energy, fast-paced sales environment. He is always willing to take on board new ideas and to develop them further. He is now ready & qualified for the next stage in a successful career, and is looking for a suitable position with an ambitious company.

PROFILE SUMMARY



RANG TECHNOLOGIES

(October 2015 – May 2018)

Account/Business Development Manager- Feb 2017-May 2018:

*Responsible for increasing market share and the uptake of products at a local level. Also, in charge of providing clear lines of communication across all areas of the business.

- Managing a portfolio of accounts and managing relations with existing clients.
- Conducting “needs analysis” for clients.
- Providing formal quotations & Statements of Work (“SOW”).
- Meeting with client to discuss and resolve topics and issues.
- Stakeholder’s management.
- Producing daily, weekly, monthly and quarterly activity and sales reports.
- Responsible for getting new client onboard and sufficing their business needs.
- Initiate and coordinate development of action plans to penetrate new accounts.
- Manage client escalations to ensure core deliverables at all levels



Team Lead –March 2016-Feb 2017:

*Accountable for hiring, training and development of new member as well as existing guys in the team with high focus on achieving collective sales efforts.

- Promoted as Team Lead within six months. Also, awarded as “MVP” for excellent performance individually by overachieving the stated targets.
- Manage the flow of day-to-day operations
- Provide guidance to the team based on management direction and Create reports to update on team's progress
- Create an environment oriented to trust, open communication, creative thinking, and cohesive team effort
- Intervene when necessary to aid the group in resolving issues
- Assure that the team members have the necessary education and training to effectively participate on the team.
- Recognize and celebrate team and team member accomplishments and exceptional performance.
- Serve as meeting manager and Assure that the team addresses all relevant issues within the specifications and various standards.

Sales Consultant- October 2015 – March 2016:

- Responsible for achieving individual sales targets.
- Resolving client queries.
- Demonstrates superior time management skills.
- Overachieved target by 300% twice in one quarter.
- Lead Generation.

Doon Foundation Pvt. Ltd- June2013- September 2015:

- Associated with the firm for **Business development**, marketing and operations related activities.
- Involved in making key strategies to get universities affiliation, For Instance: PTU (Punjab Technical University), MGU (Mahatma Gandhi University).
- Making presentation on company profile and going to colleges for enrolment of students.
- Query solving for walk in customer and ensuring a high rate of conversion.
- Coordinating with internal stakeholders.
- Conducting and managing examinations for students.
- Scheduling day to day classes and coordinating with faculties.
- Database collection from colleges.
- Explain Program Benefits; Schedule their trial classes, follow-up for enrolment & joining.
- Responsible for the branding of the Institute.

PROJECTS UNDERTAKEN



Tata Tele Business Services-Mumbai as Summer Intern. May2012-June2012

KRA: Market analysis of wired voice RMS & Tata's wallet share among top corporate,B2B sales and Business development.

Role:

- Responsible for finding Tata's wallet share among shareholders. Conducted market analysis of PRI Lines usage in corporate offices & for clients like Bureau Veritas, Dr. Batra's, etc.
- Analysed of monthly usage of PRI Lines under various branch offices of corporate's namely Dr. Batra's,Beaurau Veritas and fetching out Tata's PRI share among all other primary service providers.
- Analysing market size of Tata's PRI Lines in B2B corporate business. Finding out the gap areas and tapping the untapped market in PRI Lines. Analysing the customer's need by understanding the usage requirement of PRI lines.

CORE COMPETENCIES

- Ability to understand and fully assess client needs and develop targeted solutions.
- Skills in Excel and PowerPoint.
- Knowledge of the client & sales cycle process.
- Demonstrate product, services and market knowledge.
- Good problem solver.
- Ability to quickly learn, use and understand new technology.
- Can sell across diversified markets and products.
- Experience of working in a target driven environment.
- Able to develop a portfolio of key accounts.
- Research & Strategy

IT SKILLS

- Well versed with:
 - **Operating Systems such as Windows XP, Windows ME, Windows 2000 and Windows 7**
 - **Microsoft Office like Excel, Word, PowerPoint and Outlook Express.**

EDUCATION

DEGREE	SCHOOL/COLLEGE/BOARD/UNIVERSITY	YEAR OF PASSING
PGDM*	ITM Business School, Navi Mumbai. Maharashtra	2013
Graduation	HNB Garhwal University, Dehradun	2011
H.S.C	Children's Academy, Dehradun	2007
S.S.C	Children's Academy, Dehradun	2005

STRENGTHS

- A clear, persuasive & good communicator
- A creative, lateral thinker, able to constructively build on the existing sales model.
- Self-motivated and eager to take ownership of responsibilities.
- Having a natural drive with a loyal, strong, and proactive work ethic.
- Capable of working alone & under own initiative at times, within strict and specific time scales.
- Proven motivational and leadership skills.
- A team player with an enthusiastic attitude.

PERSONAL DETAILS

Date of Birth: 12th December, 1989
Languages Known: English, Hindi, Gujarati.