

**Career Summary:**

- ✓ Over 08 years' experience in the telecom industry working with telecom majors like Airtel, Reliance and Videocon Telecom during the larger part of my career
- ✓ Thorough knowledge of sales and marketing domains within the sector
- ✓ Excellent problem solving and interpersonal skills
- ✓ Knowledge of SQL and database systems and expertise in market intelligence reporting and analysis

**Professional Experience**

**Organization:** *Bharti Airtel Ltd.*

**Role:** *Territory Sales Manager*

**Period:** *Jan 2016 till date*

**Role Brief:** Responsible for controlling the distribution width and depth in the assigned territory handling a total of 670 retail outlets with revenue of 1.56 crores per month. Responsible for achievement of sales target of net additions, revenue, distribution, data & airtel payment bank. Networking with trade & retailers to increase CMS & RMS. Focusing on increasing quality net adds thereby leading to improved Revenue through better & effective distribution spread & width. Energizing team of 14 FSEs, 29 Promoters & 1 team leader to ensure, manage & improve placement & distribution of airtel prepaid products. Responsible for ensuring faster activation TAT, increasing data revenues, competition tracking & increasing penetration of new launch products like Airtel Payment Bank & PTR. People development being one of the key roles of a territory manager, liaised with the training vertical to ensure product and behavioral trainings for FSE population.

**Key Achievements:** Instrumental in driving revenue from 94 lakhs to 1.56 crores per month and expand the retail outlet base from 500 to 670, thus bringing about an increase in CMS by 1.7%. Recognized as the Data Champion for the year 2016-17 in Ahmadabad zone.

**Organization:** *Reliance Communication*

**Role:** *Urban Territory Manager*

**Period:** *May'2015 to Dec'2016*

**Role Brief:** Responsible for managing prepaid business handling a total of 540 outlets and contributing revenue of 1.10Cr per month. Driving sales target achievement through constant engagement with retail outlets. Identifying opportunities for the new products, services & applications & enhancing the existing infrastructure for additional revenues. Collect market intelligence data including environmental, competitor information & initiatives and analyze the same with the help of Zonal Sales Manager to pre-empt its impact on the business. Training and development of distributor sales representatives and ensuring high levels of motivation amongst them. At the helm of branding and visibility initiatives for the assigned territory.

**Key Achievements:** Instrumental in driving revenue from 74 lakes to 1.10 corers per month. Got BEST TSM Award From Sales Head & Business Head.

**Organization:** *Videocon Telecom*

**Role:** *Channel Sales Manager*

**Period:** *Nov'2011 to May'2015*

**Role Brief:** Responsible for controlling the distribution width and depth in the assigned territory handling a total of 540 retail outlets with revenue of 85 Lacks per month. Responsible for achievement of sales target of net additions, revenue, distribution, data. Networking with trade & retailers to increase CMS & SOGA. Focusing on increasing quality net adds thereby leading to improved Revenue through better & effective distribution spread & width. Energizing team of 15 FSEs, 3 runners, 2 backend support & 1 team leader to ensure, manage & improve placement & distribution of Videocon Handset & Prepaid Simcards products. Responsible for ensuring faster activation TAT, increasing data revenues, competition tracking & increasing penetration. People development being one of the key roles of a territory manager, liaised with the training vertical to ensure product and behavioral trainings for FSE population.

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**Address:** #B-401, HATIM, SONAL ROAD MAKARBA, Ahmadabad – 380051, Gujarat

**Key Achievements:** Win 3 Times Best CSM Award from Business Head of Gujarat. Also Win Trip Of Bangkok & Pataya 2 Times.

**Organization:** Bharti Airtel Ltd.

**Role:** Rural Territory Manager

**Period:** November'2010 to November'2011

• **Role Brief:** Responsible for managing prepaid business across 5 towns (Balasinor, Virpur, Thasra, Sewaliya, Dakor), handling a total of 600 outlets and contributing revenue of 95 lakhs per month. Driving sales target achievement through constant engagement with retail outlets Rd's. Identifying opportunities for the new products, services & applications & enhancing the existing infrastructure for additional revenues. Collect market intelligence data including environmental, competitor information & initiatives and analyze the same with the help of Zonal Sales Manager to pre-empt its impact on the business. Training and development of distributor sales representatives and ensuring high levels of motivation amongst them. At the helm of branding and visibility initiatives for the assigned territory.

**Key Achievements:** Winner of the sales achievers' club contest held internally and won trips to Singapore in 2011

#### Academic Profile

Period	Name of the Program	Institute	Score
2006	Bachelor of Science	North Gujarat University	54% (2 <sup>nd</sup> Div)
2002	Higher Secondary School Certificate	Madresha High School	49%
2000	Secondary certificate	Madresha High School	82%

**Date of Birth:** 17th Aug 1986

**Address:** B 401 Hatim Sonal Road Makarba Ahmadabad 380051

**Linguistic Abilities:** English, Hindi, Gujarati

**Current CTC:** Annual 8.00 lacks P/A

**Expected CTC:** Negotiable

Place- Ahmadabad

(Moiz Munshi)

I confirm that all the information mentioned above is true to the best of my knowledge.

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