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Summary

A self-motivated individual with a constant urge to be perfect in whatever I do. I enjoy challenges and believe in lifelong learning and to give outstanding performance. My objective is to serve an organization to the best of my capabilities and to realize my goals in synchronization with that of the organization's, adding value and substance to the company's aims and objectives. I am #Passionate #Honest #Dedicated #Workoholic

Experience



National Project Coordinator - CSR - Project Management - Education Industry

Adani Group

Oct 2017 - Present (2 years 11 months +)

I am managing two projects nationally. Project Swachhagraha, Project Udaan, reporting to promoter, Mrs. Adani, Trustee of Adani Foundation & Mr. Gadhavi, Director of Adani Foundation.

1) Project Swachhagraha : 'Swachhagraha' draws inspiration from the Satyagraha movement, to engage people and bring about change similar in scale to India's freedom movement where people get involved to take action for 'Creating a culture of cleanliness'.

Swachhagraha project is implemented in

- 19 States - 80+ cities - 7,000+ Schools - 9000+ teachers are trained - School Outreach 26,50,000+ - Campaign outreach 12,50,00,000+

Achievement:

- Outstanding performance for all 3 Years for successfully implementation of project
- I have trained 5500+ teachers for behavior change education across the country

Responsibility:

- Reporting to promoter, director
- Planning, budgeting, execution of the project
- Team management (Team size - 25+)
- Training and development
- Take permissions from Gov. officers to implement project
- MIS development, IEC materials
- Planning and execute large scale events / activity which reached to mass
- Finalize the vendors, Negotiation, all kind of coordination with Adani businesses, sites CSR teams

2) Project Udaan : Udaan is a project inspired by the life-changing story of Mr. Gautam Adani, the Chairman of the Adani Group. Udaan is a learning based initiative focused on the youth coming from various schools/ colleges across the state of Gujarat. Under this project, an exposure tour is organized wherein students are given a chance to visit the Adani Port, Adani Power & Adani Wilmar facilities at the Mundra site, to get an insight into the large scale business activities carried out there. Project Udaan has reached out to around 3.0+ Lacs students covering 3000+ institutions nationally.

Responsibility:

- Reporting to promoter, director
- Strengthening project planning, streamlining and execution processes
- Coordination with site CSR teams



Regional Manager, Gujarat State - Sales & Marketing - CSR + E-Learning + Education + IT Industry

schoolsLENS Solutions Private Limited

Apr 2017 - Sep 2017 (6 months)

Achievement:

- Closed company's one of the biggest deal of Rs. 78 Lacs

Responsibility:

- Reporting to CEO
- Product to sell - E- learning Solution, Content
- Selling and implementing education quality improvement programs in government primary schools in collaboration with various corporate and NGOs as part of CSR initiatives with help of team of 60+ educationalists, technologists and engineers.
- Planning, Execution
- Work with development team, coordination with educationalists



Sales Manager, Gujarat & Rajasthan - Sales & Marketing - Education + IT Industry

Konica Minolta Business Solutions India Pvt. Ltd.

Jan 2016 - Mar 2017 (1 year 3 months)

Achievement:

- Closed first deal in India, first customer from my territory

About: Konica Minolta Business Solution India: It is a Japanese Office Automation Company based at Tokyo, Japan. With its direct presence in India from last 5 years, its been a world leader in Printers, Photocopiers & Multifunction Peripherals. It is known for its Color segment & Production Print Technology & Products.

Responsibility:

- Reporting to Vice President of the company
- Product to sell - ERP
- Business Scoping for the assigned territory - Gujarat, Rajasthan
- Study & quantify Potential by various sub-segments in Education
- Develop an coverage plan of these segments through Partner Network
- Meet or exceed Channel sales Revenue for Education Sales
- Identify and appoint potential partners (New and Existing) for reselling our Education Solution
- Create a Business Plan for Partners and implement.
- Set targets and objectives with channel partners and resellers that are in line with BIN Goals.
- Joint visits with Channel Partners / Resellers to position offerings to potential customers.
- Provide detailed and accurate sales forecasts from each channel partner and Resellers
- Channel/Reseller Management
- Identify & recruit re-sellers wherever coverage gap or non-performing re-seller is weeded out.
- Successfully reconcile "the voice of channel/re seller " with the "voice of the company" To meet company goals.
- Competition Tracking: Monitor market & competitor activities and keep Sales & Marketing updated.



Area Sales Manager, Gujarat (State Head) - Sales & Marketing - Education + IT Industry

SMART Technologies

Aug 2014 - Dec 2015 (1 year 5 months)

Achievements:

- Outstanding performance for all 2 years
- Sold 600+ units per year
- Achieved for driving the sales revenue of the particular product line.
- Build Channel capabilities to complement revenue objectives and customer acquisition.
- Own Marketing initiatives for business development as well as market development.

About: SMART Tech., head office at Canada, created the world's first interactive whiteboard in 1991, and remain the world's leading provider of interactive whiteboards. Incorporated in 1987, SMART has been committed to innovation and excellence for more than 25 years presence in more than 175 countries.

Responsibilities:

- Reporting to Country Head
- Product to sell - Smart Boards, Panels (Touch screen)
- Responsible for conceiving the sales strategy & would drive monthly revenue objectives.
- Responsible for identifying prospective customers, engage with them and build relationship with them to achieve revenue goals.
- Conceive marketing campaigns to keep customers interested on SMART and its offerings.
- Ensure customer satisfaction is upheld to the highest degree by resolving customer issues within 48 hours and by being responsive to customer calls.
- Accurately forecasts annual, quarterly and monthly revenue streams.
- Work closely with internal teams to collectively succeeds in delivering company goals
- identifying, appointing, enabling and engaging with right channel partners who would eventually focus on products and offerings to drive revenue objectives.
- Leverage extended channels to build relevant pipeline of leads/prospective customers and to reach out to customers across your territory.
- Work closely with Distributors and Channels Partners to ensure inventory position complements revenue objectives.



Key Account Manager - Saurashtra, South Gujarat - Sales & Marketing - Education + IT Industry

HCL Infossystems Ltd.

Nov 2011 - Aug 2014 (2 years 10 months)

Achievement:

- 100% customer satisfaction
- Closed the good deals in Saurashtra market
- Trained 1000+ teachers to use the technology

About HCL Learning Ltd: It is a part of HCL Infossystems Ltd., a \$ 2.6 billion ICT enterprise. HCL Learning Ltd. covers the entire length and breadth of education, learning and training needs across schools, colleges, individuals and enterprises.

Responsibilities:

- Reporting to West Head
- Product to sell - Smart Board, Projector, CPU, Education Content
- Identify, develop and direct the implementation of 'business strategy' for the region

- Providing a support role in the sales operations and take ownership of the sales initiative
- Own and deliver on individual & team's Revenue quota every month
- Deliver product presentation and product demo to the target customer
- Ability to create and maintain strong customer relation with large Chains of Schools in the region and ensure customer satisfaction.
- Thorough understanding of the software products that is to be sold in the market
- Day to day reporting on the operations to the Managers
- Existing relationships with owners / trustees of various schools
- Organize and execute 'pilots' and 'seminars' in the region as part of sales and marketing initiative



Application Engineer, Bharuch Dist. (Government Projects) - Worked with HCL, TCS, IL&FS

HCL Infosystems Ltd.

Nov 2009 - May 2010 (7 months)

Achievement:

- Successfully executed 2 projects of HCL

About: HCL Infosystems Ltd. It is India's premier hardware, services and ICT systems integration company offering a wide spectrum of ICT products that includes Computing, Storage, Networking, Security, Telecom, Imaging and Retail. HCL is a one-stop-shop for all the ICT requirements of an organization. India's leading System Integration and Infrastructure Management Services Organization, HCL has specialized expertise across verticals including Telecom, BFSI, eGovernance & Power.

Responsibility:

1) Project IFMS - Integrated Financial Management System - managed during Nov 2009 - Jan 2010. It's an Online web based system project of Finance Department for Treasuries of Gujarat Government. It's a combined project of TCS and HCL. Responsible for handling all systems in treasury office, sub treasury offices of Bharuch district. Implementation, Service support. Reporting to Project Head.

2) Project BACAL - Biometric Attendance & Computer Aided Learning - managed during Feb 2010 - May 2010. It's a Project of Tribal and Education Department of Gujarat Gov. to facilitate capturing of online attendance data for both students and teachers in schools and provide computer aided education. Responsible for site surveys, whole project installation and implementation in Bharuch district. Implementation, Service support. Reporting to Project Head.

Education



Indian Institute of Planning and Management, Ahmedabad

Master of Business Administration (M.B.A.) , IMI, Belgium, HR + Marketing

2010 - 2012

Post Graduate Degree in Management (PGDM) from IIPM, Ahmedabad and MBA degree from International Management Institute, Brussels - Belgium



Shri S'ad Vidya Mandal Institute Of Technology, Bharuch

Bachelor's Degree, Computer Science

2005 - 2009

Bachelor of Engineering (Computer) Degree by Veer Narmad South Gujarat University, Surat

Licenses & Certifications



MBA- HR + Marketing - International Management Institute, Brussels

Issued May 2010 - Expires May 2012

Skills

Business Development • Team Management • Vendor Management • Customer Satisfaction • Negotiation •
Marketing Strategy • Customer Service • Hardware Support • System Administration • New Business Development