

CURRICULUM VITAE

Rushikesh R. Shah

31, Arnath Appartment,
Behind Prathmik Arogya Kendra, Memnagar,
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OBJECTIVES

To achieve my career goals in my similar capacity in competitive environment to give fullest of my efforts & show my aspiration & mettle .

PERSONAL DETAILS

Date of Birth : December 1, 1994
Marital Status : Unmarried
Nationality : Indian
Languages Known : English, Hindi & Gujarati
Hobbies : Reading, Music, Traveling, etc.

STRENGTH

Approach : Dedication towards work.
Communication skill : Developing Corporate Level Relation.
Flexibility : Can perform in any kind of environment.

EDUCATIONAL DETAILS

Sr.No.	Courses	Board/University	Year of passing	Result
1	SSC	GSEB	2010	50%
2	HSC	GHSEB	2012	55%
3	B.Com	Gujarat University	2015	54%

COMPUTER QUALIFICATION

MS-Office, Internet, CompTIA Strata Fundamentals, Certified Secure Computer User

EXPERIENCES

Tikona Infinet Pvt. Ltd.

04th April 2022 Onwards...

DESIGNATION- Account Manager – Named

JOB PROFILE:

Area of Work:

- Consistently Work with the prospects to generate Potential Hot Clients.
- Managing Existing Accounts and building relationships.
- Designing customized solutions as per the client requirements.
- Follow Sales cycle month after Month to build Sales Pipeline and increase potential leads.
- Carry out Phone / Email Campaigns to well-targeted Customer Segments.
- Handle a telemarketing team focused on generating and qualifying sales leads for business development.
- Capture Needs and current requirements.
- Prepare proposals/RFIs/RFPs, collaterals, presentations.

Products/ Solutions:

1. Internet Leased Line
2. MPLS
3. Call Center Solution
4. IVRS Solution
5. Wireless (Wi-Fi) Solution

Reliance Jio Infocomm Ltd.

25th October 2019 – 31st March 2022

DESIGNATION- Dept. Manager Joined as Asst. Manager

JOB PROFILE:

Area of Work:

- Consistently Work with the prospects to generate Potential Hot Clients.
- Managing Existing Accounts and building relationships.
- Designing customized solutions as per the client requirements.
- Follow Sales cycle month after Month to build Sales Pipeline and increase potential leads.
- Carry out Phone / Email Campaigns to well-targeted Customer Segments.
- Handle a telemarketing team focused on generating and qualifying sales leads for business development.

Products/ Solutions:

1. Internet Leased Line
2. MPLS
3. SIP Trunks
4. IOT Solution
5. Corporate CUG
6. Boost 3600 Presence Solution
7. Microsoft Teams (Audio/ Video Solution)
8. Device – Desktop/ Laptop/ Printer
9. Haptik (AI Based Bots/ Virtual Assistant)

DESIGNATION- Business Development Executive. –**Vadodara PROFILE:**

- a. Create and handle a New Corporate Accounts and Government Insuring of Sales
- b. Target to achieve top line + bottom line.
- c. Give Proper Guidance to Customer to take reference
- d. Product demonstration to customer.
- e. Understand customer's Requirement and Give them better solution in Industries.

Products/ Solution:

1. Tally ERP 9
2. Tally server

DESIGNATION- Business Development**Executive. PROFILE:**

- i. Create and handle a New Corporate Accounts and Government
- ii. Insuring of Sales Target to achieve top line + bottom line.
- iii. Give Proper Guidance to Customer to take reference
 - iv. Product demonstration and touch with customer till finalization
Generating / Tracking Foot Fall.
- v. Understand customer's Requirement and Give them better solution in Industries.

Products/ Solutions :

1. Wireless networking solutions
2. Campus Networking solutions
3. CCTV Surveillance
4. Home Automation
5. Building Management solutions
6. EPABX Solutions

DESIGNATION- Business Development**Executive PROFILE:**

- Consistently Work with the prospects to generate Potential Hot Clients.
- Managing Existing Accounts and building relationships.
- Designing customized solutions as per the client requirements.
- Follow Sales cycle month after Month to build Sales Pipeline & increase leads.
- Carry out Phone / Email Campaigns to well-targeted Customer Segments.
- Capture Needs and current requirements.
- Pre pare proposals/RFIs/RFPs, collaterals, presentations.

Products/ Solutions :

1. Internet Leased Line
2. MPLS
3. Airtel Payment bank
4. Velocity – HR Solutions

DESIGNATION- Business Development Executive.

PROFILE:

- f. Create and handle a New Corporate Accounts and SMEs
- g. Insuring of Sales Target to achieve top line + bottom line.
- h. Give Proper Guidance to Customer to take reference

Products/ Solutions :

- 1. NEC EPABX
- 2. PRI Solutions
- 3. Internet Bandwidth/MPLS

Personal Statement

Graduate with a Sharp approach to solving complex problems and issues. Having excellent interpersonal skills and the ability to communicate concisely and articulately with customers, colleagues and managers alike. Enjoys being part of a successful and productive team and thrives in highly pressurised and challenging

7. DECLARATION

working environments.

I solemnly affirm that the information furnished above is true to the best of my knowledge.

Yours faithfully,

Place : Ahmedabad

Date : 13.10.2022

Rushikesh.R.Shah