

Meet Javia

B-901 Simandhar Towers,
Bodakdev
Ahmedabad

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Career Objective Seeking a challenging position with opportunities for career advancement and learning.

Experience:

(1) Entertainment Network (I) Ltd. (Radio Mirchi) From Oct. 2015 till Date
Senior Account Manager (October 2015 to March 2018)
Group Manager (April 2018 to June 2021)
Group Head (July 2021 to till date)

- Customized/Ideation Led Campaign for Real Estate Clients.
- Radio Sales and On-Ground Activity for Regional Movies.
- Special On-Air, Digital, On Ground Campaigns for Clients.
- Tailor Made Government Campaigns.
- NON-FCT/ Programming Led Campaigns for Government Clients.

(2) DB Corp. Ltd. (Divya Bhaskar) From May 2011 to October 2015
Executive- Ad Sales (May 2011 to March 2012)
Sr. Executive- Ad Sales (April 2012 to June 2013)
Assistant Manager-Ad Sales (July 2013 to October 2015)

- Concept Selling and Space Selling.
- Do Special Features on Special Days/Festival Days/Social Cause.
- Tie-Up with Real Estate Brokers for Display Classified Advertisement.
- Tie-Up with Small & Mid-Sized Builders for Display Classified Advertisement.

(3) Kinobeo Software (P) Ltd. (Mydala) From Sept.2010 to April 2011
Sales Executive

- Client Visiting & Tie up and maintaining good relationship.
- Co-ordination with various internal teams, like Product management, Business Development, and act as a single point of contact for clients.
- Taking care of the alliances with the clients.

(4) JUST DIAL (P) LTD. From June 2009 to Aug.2010
Sr. Business Development Executive

- Perform sales and marketing calls for meetings with prospective clients.
- Sent proposal of different packages and build follow-up calls.
- Face-to-face visit prospective, new and presented customers to assist new business.

Education Qualification:

Degree	Board/University	Year of Passing	Result
M.B.A. (Marketing)	Gujarat University	May 2009	54.83%
B.B.A.	Gujarat University	April 2007	62.56%
H.S.C.	GSEB	March 2004	65.00%
S.S.C.	GSEB	March 2002	60.43%

Project Reports:

- “Consumer’s Susceptibility towards Interpersonal & Reference Group Influence in Life Insurance.” (Mega Project Report).
- “Comparison on Traditional Plans VS. ULIPs of Life Insurance” (Summer Internship).
- Group Report on “Consumer Behavior towards Wristwatches in Ahmedabad” (Third Year B.B.A.).

Achievements:

- Just Dial's best performer award (Oct. 2009)
- Divya Bhaskar's WOW Certificate for the highest revenue in Special Feature "Police Commemoration Day" (Oct. 2012).
- Divya Bhaskar's Mr. Organized award for the Financial Year 2013-14.
- Radio Mirchi's Flame Thrower Runner-up for the month of Oct. 2017
- Radio Mirchi's Flame Thrower Winner for the month of Jan. 2021

Personal Profile:

Date of Birth	11 th July 1986
Language Known	English, Gujarati & Hindi