**Sandeep Ashok Pandey**

**1 Natwar Shyam Society Ramdevnagar Satellite**

**Ahmedabad - 380015**

**E-mail: sandeeppandeyk@gmail.com**

**(M) 9824104547**

**Career Objective:**

Seeking a challenging and learning environment to apply my knowledge and skills, abilities and interests for the benefit of the organization and also for me all round career development.

**Professional Experience:**

**Reliance Jio Infocomm Limited Ahmedabad (Feb 2020 to Till date)**

Position: ESM\_ Enterprise Sales Manager -

Products: (Connectivity, Marketing Solutions, IoT Solutions, Collaboration, Cloud & Saas, Security Solutions)- SIP TRUNK , INTERNET LEASED LINE, MPLS (L2VPN & L3VPN), TOLL FREE, IoT Services (SIM, Hardware & Platform), Jio Business, SIM Card, Broadband etc.

**Key Deliverables:-**

**❖** Build and manage a team of young frontline sales team and Work closely with team and give them direction to achieve the collective objective.

❖ identifying improvement areas & implementing measures to maximize partner efficiency.

❖ Provide sales forecasting and visibility in sales activity by keeping a current pipeline.

❖ Responsible for the development and delivery of short and long term strategic business goals, strategy development, planning and reporting.

❖ Work with support function team to ensure delivery to customers.

❖ Need to create new front for business with construction team and collect maximum building permission help with ESO.

**Achievements:**

1. Every Month From 2021 April to 2022 march achieved target successfully and in TOP 10 ESM nationally
2. Launched successfully New Product in marker JBB

**BP Lubricants Pvt. Ltd. (Ahmadabad) Oct 2016 to Till Jan 2020**

**Area Business Manager**

❖ Monthly Sales Meeting , Target Setting And Quarterly planning(Review Every Month)

❖ Responsible to set appointments, meetings and on boarding new Distributor Services.

❖ Training and direction wisely to team

❖ Drive the team to achieve revenue Target

❖ Manage to sustain market sales by Channel Conflict Resolution.

❖ Generate reporting in terms of Sales volumes, metric` Target vs. Achievement.

❖ Settlement of distributor claims - Reconciliation and tracking of Retailer claims on monthly basis.

❖ Visit at all key locations along with the Distributor to resolve issues of Retail.

❖ To build a positive rapport and strong relationship with retailers in respective

**!dea Cellular Limited** (Ahmadabad) April 2015 to Oct 2016

Working as TSM (Territory Sales Manager: Assistant Manager)

Major Responsibilities:

❖ Acquire the targeted number of customers

❖ Achieve the sales revenue target

❖ Channel Development and Infrastructure

❖ Aggressive execution of Sales programs (i.e. new schemes / promotions / trade engagement etc.) to deliver targeted numbers of customers and revenue

❖ Channel Management (Distributor / FOS / Retailer) to improve productivity and sales capabilities

❖ Timely Collection of the market information such as competitor activities & initiatives and analyse

the same with the help of Area Sales Manager to pre-empt its impact on the business

**Achievements:**

➢ Total DSA Appointed 12 and 3 My Idea Till YTD

➢ 1060, Numbers done in Month Of Dec 2015

➢ 1 No. TSM In Month on Oct, Nov, Dec 2015 Within Zone and Regional

➢ Total Manpower Handling 100+ With 9 DSA

**MAX LIFE INSURANCE COMPANY LIMITED** (Ahmadabad) April 2013 to April 2015

Working as a ADM (Agency Development Manager)

Job Description:

❖ Responsible for driving sales through a team of Agents/Advisers

❖ Manage Insurance sales goal achievement through:-Recruiting agents, monthly i have to recruit only

1 Agent and annually I have to recruit 7-8 agents.

❖ Training and developing agents on an ongoing basis

❖ trained them & they will not get any problem to sell policies in market.

❖ Candidate should possess the following attributes:

**Achievements:**

Total 25 Agent recruited and developed

Total Business with in YTD 35 Lac

**Reliance Communications Ltd**. – Ahmadabad Nov 2008 to March 2013

Team Leader DST

❖ I was associated with Reliance communications Ltd. As a Team Leader in Direct Sales Team.

Job Profile:

❖ Responsible for managing the team of 50 DSTs.

❖ Training of Sales Products for business development among the team members.

❖ Motivating and encouraging the team member.

❖ providing solution to customer queries with direct interaction.

❖ Regular field visit and conference call with the team members to enhance their services.

❖ Assisted to executives to boost up their confidence.

❖ Daily MIS and Weekly Reviews of the team.

**Achievements:**

⚫ Awarded Number One Sales Team award in 2009 & 2011.

**IT Skills:**

⚫ Windows ‘9x & NT/ 2000/ 2003/ 2007 / XP, MS Office 2003/ 2007, Tally 7.2.

Personal Strength:

⚫ Positive attitude and adaptable to changes.

⚫ Persistent in achieving goals.

⚫ Motivated and willing to learn

Personal Details:

⚫ Date of Birth - 13.03.1984

⚫ Qualification - B. Com.

⚫ Marital Status& Gender - Married, Male

⚫ Nationality, Religion - Indian, Hindu

⚫ Languages Known - English, Hindi, Gujarati& Bengali

⚫ Reference - On Request