

# NIYAZ AHMED GARAG

## Address

HNO: 19

Near Quba Masjid

2<sup>nd</sup> Cross Hashmi Nagar

DHARWAD- 580001

Karnataka.

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## ➤ CAREER OBJECTIVE

To Enhance My Knowledge and Skills Towards Accomplishing Organizational Goal.  
To Work With Lot Of Enthusiasm and Face Challenges With Continuous Process Of Learning  
and Growth In Performance In Corporate Atmosphere.

## ➤ WORK EXPERIENCE

<b>Company</b>	<b>: Reliance Retail Limited (AJIO Business)</b>
<b>Designation</b>	<b>: Deputy Manager.</b>
<b>Time Period</b>	<b>: 03<sup>rd</sup> June 2019 to till now.</b>

### **Taking Care of 6 districts (Belgaum Haveri Hubli-Dharwad Gadag Koppal & Ballari.)**

#### **Achievements:**

- Handling the Team of 11 Members.
- Achieving 111% Targets for the Month of Dec-19.
- OnBoarded 900+ Retailer within span of 2 months.
- Sales Awards for the Month of Jan-2020
- Achieving One Million Target in a single day

#### **Job profile includes**

- Manage the sales growth along with his team for the respective territory
- Managing and driving usage and adoption of the platform aimed at enhancing sales revenue for that territory. Specifically, from Private Label.
- Monitor and control the sales budget to ensure optimum utilization of resources in the region
- Establishment of a distribution network for that territory with a key review of the distributor coverage and efficiencies resulting in key deliverable
- Providing Training and deployment of the platform with key focus on enhancing sales
- Analyze the ground competition and feedback to develop competitive responses and key strategies
- Responsible for the increase in the sales in the respective region
- Conduct regular market visits to check route coverage, competitor activity and continuously search for new opportunities in order to increase sales in the Territory
- Establish and ensure that all sales administration procedures relating to the Territory are properly implemented to support the sales teams in their efforts to accomplish the sales targets
- Finding and on-boarding new procurement channels for reducing transportation costs of products.
- Budgeting and forecasting sales, preparing reports and collection plan, ensuring timely payment collection
- Monitoring competitor activities, responding to customer grievances, Organizing and visiting exhibition & trade shows.

**Company** : TATA TELESERVICES LTD  
**Designation** : Asst. Manager.  
**Time Period** : 10<sup>th</sup> Aug 2015 to 30<sup>th</sup> may 2019.

**Taking Care of Dharwad Urban & Sami Urban Market.**

**Achievements:**

- Handling the Team of 18 Members.
- Got **"TTL-Hi Flier Award"** for the Month Of Dec-15 for Achieving 178% of AOP Targets.
- Got **"TTL Star Award"** for the Month Of Dec-15.
- Got **"TTL-Hi Flier Award"** for the Month Of Jan-16 for Achieving 185% of AOP Targets.
- Got **"TTL-Hi Flier Award"** for the Month Of Feb-16 for Achieving 201% of AOP Targets.
- Got **"TTL-Hi Flier Award"** for the Month Of Mar-16 for Achieving 148% of AOP Targets.
- Delivered Highest Number of MNP (1000+) in Zone from Nov-15 to Dec-15.
- Got **"RED CAP President Level Award"** for Q3 & Q4 FY'15-16.
- Got **"BLUE CAP National Topper President Level Award"** Q4 FY' 15-16.
- Summer Jackpot and gold mania 20,000 Cash Prize
- Got **"TTL Star Award"** for the Month Of Mar-17 for Achieving Highest Ekyc DUAO.
- **Winner Of Sale Contest** for the Month Of Nov-17 for Achieving 150% Gross.
- Got **"TTL-Hi Flier Award"** for the Month Of Jan-18 for Achieving Gross & Revenue With Quality active Gross.

**Job profile includes**

- Distribution Channel Management.
- Enrolling Retailers and Appointing Distributors.
- Educate Retailers & Distributors.
- Ensure Stock Availability & Visibility.
- Counseling and Motivating DSE's.
- Responsible for Assigning Target for DSE's, Monitor & Review Periodically.
- Push Sales.
- Implementation of Strategies Designed By the Branch Managers.
- Increase Market Reach and Penetration.

**Company** : IDEA CELLULAR LTD  
**Designation** : Territory Sales Officer.  
**Time Period** : Aril 2013to 09<sup>th</sup> Aug 2015.

**Taking Care of Dharwad Rural Market**

**Achievements:**

- No.1 In (SOGA) Share of Gross Adds.
- No.1 In (SONA) Share of Gross Adds
- Zero LUT.
- Total of 20 BTS 5 BTS are RMC No 1.

**Job profile includes**

- Distribution Channel Management.
- Enrolling Retailers and Appointing Distributors.
- Educate Retailers & Distributors.
- Ensure Stock Availability & Visibility.
- Counseling and Motivating DSE's.
- Responsible for Assigning Target for DSE's, Monitor & Review Periodically.
- Push Sales.
- Implementation of Strategies Designed By the Branch Managers.
- Increase Market Reach and Penetration.

**Company** : IDEA CELLULAR LTD.  
**Designation** : 3G Promoter.  
**Time Period** : Aug 2011 to March 2013.

**Achievements:**

- Sold 200+ Dongles in the Month Nov-12.
- Market Share 31%.
- We Were No.1 Zone in the Month of Nov-12.
- Consistently achieved the Targets.

**Job profile includes..**

- Enrolling Retailers.
- Educating Retailers.
- Ensure Stock Availability & Visibility.
- Motivating Retailers.

**Company** : AIRCEL LTD.  
**Designation** : Pivot Sales Representative.  
**Time Period** : July 2010to 30<sup>th</sup> April 2011.

**Achievements:**

- Handling Top 40 Retailers in Hubli-Dharwad Market.
- Market Mapping.
- Opened Outlets.
- Improved Gross Activations from Top KROs.

**Job profile includes.**

- Enrolling Retailers.
- Educate Retailers.
- Ensure Stock Availability & Visibility.
- Motivating Retailers

➤ **EDUCATIONAL QUALIFICATION**

EXAMINATION	YEAR OF PASSING	BOARD	INSTITUTION	PERCENTAGE
B.COM	MAY 2010	KARNATAKA UNIVERSITY DHARWAD	ANJUMAN ISLAM DHARWAD	72.%
P.U.C	April 2007	PRE UNIVERSITY EDUCATION	JSS DHARWAD	62.%
S.S.L.C	MARCH 2004	KSEEB BANGALORE	BASEL MISSION BOYS HIGH SCHOOL DHARWAD	45.%

➤ **COMPUTER SKILL**

Languages : C, C++.  
Packages : MS -Office & Internet Applications, Oracle Applications.  
Operating Systems : Windows /98x/Me/2000/XP/Vista/7/8.1.

➤ **STRENGTHS:**

- Good Team Player.
- Zeal to Learn New Things.
- Responsible About the Work.
- Well Organized.
- Flexible.

➤ **PERSONAL INFORMATION**

Father's Name : Nazeer Ahmed Garag  
Date of Birth : 30-sep-1988  
Sex : Male  
Nationality : Indian  
Marital Status : Married  
Hobbies : Traveling, Listening To Music & Playing Foot Ball  
Languages Known : English, Hindi and Kannada

Kindly Consider My Application and Provide Me With An Opportunity To Serve In Your Organization.

**Looking Forward To Hear From You at the Earliest.**

**(NIYAZAHMED)**