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| \  **Sachin Tanaji Kadil**  **Kadil**  (**Profile Descriptions** - State Manager , Prcoess Trainer,Admin Executive, Sales Trainer , Team Leader.) | **Summary**  As profile I had started my carrier in BPO sector as CSA while I am learning I got experience in knowledge management and training. However want to utilize my experience for development of business, as well as people management also according my current experience I am handling more then 820+ Employee in Rajasthan State. |
| Mobile**:** +7709191143,9764942143  Location : Cidco ,Aurangabad ,Maharashtra  **Email:** kadil.sachin01@gmail.com |
| **Experience**  **2018–2019** As **State Manager (Training & Opration) – Renu Communication India Pvt Ltd –Jaipur Rajasthan**.   * Handling more then 820+ employees at Rajasthan Government KPO and back office about election, we are working on election campaign activity at Rajasthan for BJP party * Analyzed Operation/Employees performance data from the designated territory to help evolve higher authority and backend. * As per project we are giving campaign Scored 90% in a quarterly politician satisfaction survey from Rajasthan BJP party. * I am delivering 100% efficacy of training and refresher as per client record .conducting manager level and supervisor level training to how to aching organization goal and achievements of project target .giving a 33 district clusters employee training about soft skill and performance and weekly and monthly target achievements training.   **2017-2018 As District Sales Team Ledar / Process Trainer with Apexa Information Pvt ltd At Nashik Dist,Maharashtra**  \* handling more than 42 to centers employees MIS data about training and operational performance ,Provided TNI Refresher and other things about training as well as I am giving product training sales training ,Team handling, coordinate with all center’s sales team and zonal in charge about daily /monthly /quarterly sales performance at centers.  **2017–2017 *As Process Trainer with* Tata Business support system at Khopoli –Raigad**   * Provide process, product & soft skill training to new batches and existing associates.   Conduct product refresher training for CAP / BQ associates.   * Design the refresher training content & Making PPT. Handel project as per Manager/client request. * Coordinated to quality and client related to issue of operations & Training. Handling SME’s and KMT’s, SMEs Analyzed the territory and market’s potential, tracked sales and status reports. Identified 30+ new leads.   **2016–2017 *As Sales Team Leader with* K.A Enterprises at Waluj / Chiklathana -Aurangabad ,Maharashtra.**   * As per profile I am handling team of more then 15 people at centers as well as I have analyze & Prepare action plan based on client and manager’s sales revenue target ,working with daily audit and weekly and monthly audit about sales team and increasing revenue of orgnationzation , * Sharing daily feedback with team and coordinate with all team about performance * Set sales goal A large part of the job is providing sales team members with tips and training to achieve a competitive edge in their industry. Sales team leaders orient the new sales staff and focus on improving the job performance and sales of existing staff. Sales team leaders delegate tasks to sales staff.   **2011–2016**  *As* ***Process Trainer with* Serco ( Intelenet Global Pvt Ltd) at Aurangabad**  \* Analyze & prepare action plan based on client sat/D-sat. Provide regular & systematic feedback to team on performance indicators.  \* Communicate product updates to Team & hold pre/post shift team briefings Taking internal training Call Calibration, 0- 30 performance (Gurukul).Handling new parameters Tnps project (Touch Point Net Promoter scores).  \* Daily Gurukal call audit with proper feedback. |
| **Key Skills**  Decision Making Team Work  Communication Process Trainer  Time management Project Management  Collaboration Sales techniques  MS Office Presentation Skill    Product Trainer Hiring Skill  People Management  Product and service Knowledge  Team Leading Administration  **Languages**  **English ( Good )**  **Hindi ( Advanced )**  **Marathi (Advanced)**  **Interests**  Handling Team and Visiting historical place.  Multitasking work  Traveling  Sports  Reading and Writing  Job Related Activities  **Achievements**   * TTT Certified-Vodafone. * 5 Times Continues winner of Vodafone Pan India **1** No Ranking Trainer As OJT /Process at Serco Aurangabad on 2016. * 1st Ranking on Process Trainer at Serco Aurangabad on 2016. * Successfully handle Project at Rajasthan State Best State Manager Award 2019.   **Project**   * **Darwin Project –Vodafone Client** * **Free Bird Project –Vodafone Client** * **TNPS Project – Vodafone** * **BJP (Bhartiya Janta Party) Campaign & Training Operation – Renu Communication India Pvt Ltd at Jaipur Rajasthan.** |
| **Education**  **2016** University of **Dr Babasaheb Ambedkar**  (Aurangabad), Maharashtra  Education Of BBA, 68%  **2009** Divisional **HSC Board** of Aurangabad, Maharashtra  Education Of 12th , 69.72%  **2006** Divisional **SSC Board** of Aurangabad , Maharashtra  Education of 10th , 68.69% |
| **Certifications**  Software & Hardware Certification -2009  Laptop Repairing -2009  DTP - 2009  MS Office – 2009  **Martial Status** :- Unmarried .  **Birth of Place** :- Aurangabad .  Contact Number :- 7709191143 / 9764942143 /9145683143.  **Additional Skill Knowledge**   * **Expert in MS office ,Tally and DTP.** * **Team motivation** * **Soft Skill Training and Team Handling .** * **Internet and other social media campaign work,**     **Regard’s**  Sachin Kadil |
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