

## **ZAMEER S. KARBHARI**

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Inhabitant:- flat no 4 Salunkhe Chambers Apartment, New Pacha Peth, Sholapur 413005

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### **SUMMARY OF SKILLS**

- Competent, diligent & result oriented professional, offering exposure across Sales & marketing; previously spearheading.
- Recognized as a proactive individual who can rapidly identify business problems, formulate tactical plans, initiate change and implement effective business strategies in challenging environments to enhance revenue generation, market share expansion and profitability.
- An effective leader with strong communication, relationship management and co-ordination skills; personable and outgoing, comfortable communicating with people from diverse backgrounds, occupations, and cultures.

***Sales Operations ✧ Business Development ✧ Team Management ✧ Communication Skills ✧ Effective Presentation Skills ✧ Liaison/Coordination ✧ Strategic Planning ✧ Strong Interpersonal Skills ✧***

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### **CURRENT PROFESSIONAL EXPERIENCE**

#### **K7 COMPUTING PRIVATE LTD**

**SEP 2020 TO TILL DATE**

#### **AREA SALES MANAGER:- ROLL & RESPONSIBILITIES –**

- \*Develops sales & Marketing strategies to drive sales growth in the my assign area (Sholapur, Latur & Osmanabad)
- \*Handle Distribution management, achieving Primary and Secondary Sales Targets.
- \*Channel management of T1, T2, T3 partners and responsible for executing promotional activities for channel partners to drive sale
- \*Planning Developing and appointing new business partners to expand product reach in the market and working in close interaction with the dealers and distributors to assist them to promote the product and improve sales performance
- \*Maintain strong connect with dealers for market intelligence on competitor pricing and penetration strategies.
- \*Identifying improvement areas implementing measures to maximize customer satisfaction levels.
- \*Handle Presentations, Product demos and interaction with all key people and convince them implicitly, closing the deal keeping all the major aspects in front and increase sales growth.
- \*Act as an Ambassador of the organization to partner and vendor community.
- \*Handling the basic technical queries from the partners, sharing basic knowledge and training the partners on technical requirements.
- \*New partners / Retailers appointments.
- \*Gaining counter share / Market share. Converting Competition partners into K7 partners.

**AUG 2017 TO SEP 2020**

#### **TALLY SOLUTIONS PVT LTD**

#### **BUSINESS DEVELOPMENT MANAGER:-**

#### **ROLL:**

- \*P & L management
- \*Enablement of 3 Star & 5 star /GVLA partners, Business development
- \*Continuous enablement of team members

- \*Business advisory for Partners
- \*Maintain Partner Happiness Index
- \*Performance matrix of partners
- \*Sales Target
- \*Channel sales
- \*B2B & B2C
- \*Primary

#### RESPONSIBILITIES ---

##### Sales Oriented work -

- \*Developing, Mentoring & promoting partners
- \*Taken business from partner
- \*market storming /kiosk activity / one to one meet customer with partner's resources
- \*Allocate all partners their targets as well as Yoddha resources.
- \*GVLA Accounts activations target
  - Find, Onboarding new partners, Arranging Partners & Theirs Resources examination of Basics & advances, resources recruitment.
  - Arrange product training.
  - Doing Lead Generation activity / kiosk activity, many to few & many too many activities in market. Association events, CA meetings, GST FOCUSED ACTIVITY, GST Focused TRP EVENT/CA/WHOLSALER/TAX DEPARTMENT, partners issues. Completing non compliances from partners, documentation.
  - LFR sales & OEM target achieving
  - Handling 12 THREE STAR MEMBER PARTNER,15 THREE STAR NON MEMBER PARTNERS  
148 Resources handling, TAKEN BUSINESS FROM THEIR.
  - Visiting partner twice in month .FOCUS ON SALES & enhance primary & SECONDERY
  - MY WORKING TERRITORIES IS SOLAPUR, KOLHAPUR & GOA

##### SUPPORT TO THE TALLY PARTNER MAINLY FOR:

- \*potential entrepreneurs with promising business ideas and high growth potential
- \*start up companies with good bankable project proposals
- \*key institutions (Banks, Gurantee Funds, Entrepreneur associations, investment promotion agencies, SME support agencies.)
- \*Promotion of cluster and networking
- \*mentoring & coaching
  - mentoring and coaching mainly deals with behavioral aspects of entrepreneurship, addressing the essential issue of how entrepreneurial competencies and behaviors of business owners influence the conduct and above all the result of their business.
  - personal transformation and approach to business from a new perspective
  - improved professional business behaviors
  - we provide to tally partners transformational experience
  - Help define core values, vision, mission, long term goal and short term -
- Understand the organization, current specific challenges a partner face, understand the current growth path.
- build a brand or positioning

##### VALUE PROPOSITION TO PARTNERS:-

- \*Increased sales, expansion of client base and hence increased profitability
- \*brand building
- \*greater visibility, confidence and accountability while achieving goals
- \*implementation of a well structured business plan

Am pay roll on Kiran Enterprises.

##### UNDER TEAM: -

- FOUR BUSINESS CINSULTANT (BC)
- FOUR COACH/TRAINER

- **SIX BACKEND SUPPORT**

## **Fino Payment Bank**

**Liability Area Manager**  
**JOB DESCRIPTION**

**May 2017 to Aug 2017**

Monitored all Branch operations, NEFT RTGS IMPS Transaction, cash management, vault management, BOD & EOD all branch operations activity. Sales of Products like CASA, Insurance, and Corporate Salary Accounts. Oversaw 8 branches Team having of customer service officer and Relationship officers.

## **Bharti Airtel Ltd.**

**FTA SPOKE MANAGER**  
**JOB DESCRIPTION:**

**Nov 2012 – April 2017**

- Leading a team With sale co-ordination
- Managing and Team
- Identification of Original Documents
- Coordinate with distributor to retrieve of pending documents from market.
- Handling 20 distributor & 18 members of team
- To check DE ERRORS, and rectify
- Postpaid activation individual & corporate.
- Terms audit & documentation check as per TRAI GUIDLIENCE.
- Postpaid documents task closure.
- Handling Outstation customer activation pre & post
- Maintain the TAT
- Highlight DAT WISE & Monthly Distributor wise TAT, Compliances
- Airtel money Non Compliance Highlighting & Converting in Compliance.
- DTH Caf compliance Maintain.& retrieve by dist
- Sim change Prepaid & Postpaid Maintain Compliance
- Time To Time Aware Documents Policy of TRAI to Distributor & Sales Team
- Data maintain of inward, outward & rejection
- Given documents training to RUNNERS & DISTRIBUTOR twice in month.
- **Sales co-ordination , doing sales activity in open market, achieving target of sales on daily basis,**
- **MNP activity, airtel payment bank target achieving on daily basis.**
- **Examine on daily basis lapu balance of retailer as well as awaring about them for their targets, new recharge offers intimation.**
- **Co-ordinate for enhance secondary & tertiary to Tms & Distributors.**

## **WORKING AS RURAL TERRITORY MANAGER (RTM)**

- **HANDELING DIRECT SALES,CHANNEL MANAGEMENT/SALE & DISTRIBUTION/EXECUTION,**
- **MAINTAIN & EXECUTED ROUTE PLAN,GROSS,MNP,LAPU TERTIARY, PAPER PRIMARY, DATA PAPER PRIMARY,AIRTEL PAYMENT BANK HANDELING,SAVING & MERCHANT ACCOUNT OPENING**
- **ENHANCE & MAINTAIN SSO/ 3SSO / TAO/ FAO/ DSSO/ LSO**
- **MAINTAIN & ENHANCE IN MARKET CMS & RMS**

- APB CUSTOMER ACCOUNTS & MERCHANT ACCOUNTS OPENING TARGET ACHIVING
- HANDELING 4 DISTRIBUTOR BUSINESS OF 40,00,000 , 6 FSE & 5 PROMOTER i.e. CE
- APPOINTING NEW RDD (RURAL DIRECT DISTRIBUTOR)
- DOING SHAMIYANA, CANOPY, TENT ACTIVITY.
- MNP activity, airtel payment bank target achieving on daily basis.
- Examine on daily basis lapu balance of retailer as well as awaring about them for their targets, new recharge offers intimation.

## VERTEX INDIA PVT LTD VENDOR OF (BHARTI AIRTEL LTD )

### **AS VENDOR**

JULY 2008- NOV 2012

- I was sub vendor of vertex India pvt ltd.
- I was central Maharashtra's area.
- My work was picking up the documents (CAF) from AIRTEL prepaid & postpaid distributors & RDD.
- All Picketed document's submitted at process vendor of vertex.
- I was area solapur, osmanabad, latur, Kolhapur & nanded districts & theirs rural areas .
- I had 60 members of team & it they were spread in 5 districts....
- I have strong logistic & active team ...
- I was tat of rural area 1 day from pick up the documents to submit the respective spoke to process but I was gives on the same day. On daily basis.
- Aside I also vendor of GAYATRI SERVICES its was vendor was aircel & MTS
- SO I ALSO SUB VENDOR OF GAYATRI SERVICES ,
- ON behalf I was picked the aircel & MTS documents & process at primary spoke at solapur.
- Am doing pick up & collects from above the 5 districts then process the prepaid documents  
By my process team. I had 10 members team of back office operations.
- I was managed 160 DISTRIBUTORS & RDDS PICK UP IN SAME DAY WITHOUT ANY INTRRUPTION N DELEVERING REJECTION ON NEXT DAY ON DAILY BASIS..

## COSMO FINANCIAL SERVICES

### **AV & CV cum Collection EXECUTIVE**

July 2004 – Dec 2005

- Cosmo financial services were vendor of airtel Telecom Company.
- I was address verification & credit verification executive in Cosmo financial services.
- My work was on field, I had check address & their financial situation for airtel postpaid consumer.
- If I found ok in our parameter, I had given positive, then be customer postpaid number has start.
- I also av & cv executive of personal loan & vehicles loan i.e. (2 wheeler & tractor)
- I have visited door to door of customer home to verify documents & their financial condition.
- Working on hard bucket, soft bucket.
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## HDFC BANK LIMITED Pune

Dec 2005 to Jan 2006

### **SALES EXECUTIVE**

- CASA Sell

- Achieving monthly targets

## **GODFREY PHILIPS INDIA LTD (GPI)**

### **TIPPER CIGARETS PROMOTER**

**JAN 2007 - JUN 2008**

- I have work with GPI AS promoter of tipper cigarette.by Bombay tobacco Distributor.
- I had work as promoter at Sholapur, ratnagiri, chip loon, pawas, goa, sawantwadi, siddhudurg location.
- I had promoted tipper cigarate at pan stall to direct consumer.
- I had tell to the customer this product how is the better than other cigar.
- I had converted ample of consumer by my product speech.
- What is the new taste & quality & how its production by company.
- I also got best promoter award by ZSM MANAS SIR.

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### **ACADEMIC**

**B.COM.** from Shivaji University in 2<sup>nd</sup> class in Oct 2005

**H.S.C -** From Dayanand College of commerce solapur (Pune Board) in 2002, with second class.

**S.S.C -** From Annasaheb patil prashala solapur (Pune Board) in 1999 with 60.68%

**Languages known** : English, Hindi, Marathi.

**COMPUTER SAVY** – MS OFFICE

**Date of Birth** – 06<sup>th</sup> Feb 1985

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**Place:** Solapur

**Date:** / / 2021

**Thanks, Regards**



**Zameer S. Karbhari**