

## **RESUME**

### **SOURABH MARWHA**

**H. No. E-243, Arjun Gate,**

**KARNAL - 132 001**

**Ph. :+919034050600**

**e-mail : sonusourabh143@yahoo.com**

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### **Career Objective**

- To give versatile Industrial expose and to make sure of my talent and potential for growth of the organisation by following the path of hard work, honesty, team work.

### **Academic Qualification**

- 10th from CBSE Board with 70% marks.
- 10+2 from CBSE Board with 53% marks.
- Graduation from K.U.K.

### **Technical Qualification**

- Diploma in Mobile Technology from H-Tech Institute, Delhi.

### **Experience**

- Worked as a Team Leader in Vodaphone Essar Digilink Ltd. in Collection since June 2006 to Feb. 2009.

### **Duty Performed**

- To maintain the credit exposure of the subscriber in term of duration & amount by constant monitoring the exposure of maximum subscriber base.
- Maximizing the collection & minimize the outstanding of corporate customers within the stipulated period of time to minimize the number of defaulter & bad debt cases.
- Handling the customer queries and complaints to corporate segment and ensuring the 100% case resolution.
- Handling the Team of 30 executive including team of tele-callers and F.O.S.
- Responsible and managing for collection of Karnal cluster.
- Regular monitoring of manpower active allocation in each bucket to enhance and maintain performance.
- Allocation of bucket wise target.

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- Frequent visits at collection points for resolving the complaints like BNR, PNR and billing queries.
- Achievements of monthly billing targets.

• **Worked as Sr. Sales Executive with Reliance Big TV, Karnal.**

**Duty Performed :**

- Handling the Big TV DTH Dealers / Distributor in Karnal City. 2009 to 2012
- Handling the customer queries and complaints to corporate segment and ensuring the 100% case resolution.
- Handling the Team of Market Executive.
- Regular monitoring of manpower active allocation in each bucket to enhance and maintain performance.
- Achievement of monthly targets.

• **Working as a Sales Executive in AMUL , Karnal. 2012 to 2020**

**Duty Performed :**

- Handling the amul dairy products Dealers
- Handling the customer queries and complaints to corporate segment and ensuring the 100% case resolution.
- Achievement of monthly targets.

**NINJA CART- (City Manager), Karnal. 2020 to Till Date**

• **Duty Performed :**

- Distributors and Retailers Management, Ensuring Smooth Coordination between them.
- Team Handling of More than 4 People in a Team in a karnal.
- Create and build strong key account management relationships with market retailer.
- Implementation of BTL activities to achieve sales targets, generating customer' s demands and tertiary sales.
- Ensuring Increase in the product market share, & availability/ visibility of products.
- Keeping an eye on competitor brands activities and reporting the same to seniors.
- Leading a team of Company field resources (Sales Executives, RM, city manager, MDCexecutives) & Distributors.
- Maintaining and updating monthly/weekly and daily sales reports i.e. Target v/sachievement.
- City launch and product launching etc.
- F&V procurement.

**Strength :**

- Hardworking
- Punctuality

- Honesty

**Personal Details :**

Date of Birth	::	07-07-1986
Father's Name	::	Sh. Kishori Lal
Sex	::	Male
Marital Status	::	married
Languages Known	::	Hindi, English.

Place :

Date :

**(SOURABH MARWHAR)**