

ABHAY P PAWAR

E-Mail: abhaypawar76@yahoo.co.in

Mobile: +91- 7028062466

Senior level assignments in Sales & Marketing / Business Development / Relationship Management with an organisation of high repute.

CAREER SNAPSHOT

- ☐ With over 18 years of rich & extensive experience in Strategic Planning, Sales & Marketing, Relationship Management and Team Management.
- ☐ Hands on experience in exploring & developing new markets, accelerating growth and achieving desired business goals.
- ☐ An innate flair for accepting challenges with entrepreneurship abilities in managing & leading sales functions and achieving desired targets.
- ☐ Skilled in managing teams to work in sync with the corporate set parameters & motivating them for achieving business and individual goals.
- ☐ An effective communicator with excellent relationship building & interpersonal skills. Strong analytical, problem solving & organisational abilities.

PROFICIENCY OVERVIEW

Strategic Planning

- ☐ Establishing corporate strategies and budgets for achievement of targets.
- ☐ Projecting the monthly sales, fixing the sales targets for the sales team and corresponding revenue collection projection to the board.

Sales & Marketing

- ☐ Overseeing marketing and sales operations for achieving increased growth & bottom-line profitability and initiating market development efforts.
- ☐ Running the sales and marketing operations & accountable for increasing sales growth and driving sales initiatives in order to achieve business goals.

Business Development

- ☐ Conducting competitor analysis & competency mapping for keeping abreast of market trends and competitor moves to achieve market share metrics.
- ☐ Identifying and developing new streams for revenue growth and maintaining relationships with customers to achieve repeat/ referral business.

Client Relationship Management

- ☐ Managing the customer centric operations & ensuring customer satisfaction by achieving delivery / service quality norms.
- ☐ Identifying prospective clients, generating business from existing clientele; thereby achieving business targets.
- ☐ Building and maintaining healthy business relations with clients, ensuring maximum customer satisfaction by achieving delivery & quality norms.

People Management

- ☐ Executing all aspects of Business Strategies and providing leadership to the team members.
- ☐ Implementing and streamlining processes to ensure smooth functioning of the business operations.
- ☐ Creating and sustaining a dynamic environment that fosters development opportunities and motivates high performance amongst team members.

EMPLOYMENT SCAN

Partnership	We Are One Enterprises Pvt. Ltd	April 2021 ' – Till Date
-------------	---------------------------------	--------------------------

Achievements:

☐

Partnership	Crystal Media	March '15 – April 18
-------------	---------------	----------------------

Achievements:

☐ Tie up with big Clients like Kotak Bank, Channel 9, Muthoot Finance. appoint 7 new vendors.

District Manager	Spanco Ltd.	Jan'09 – Dec'14
------------------	-------------	-----------------

Achievements:

☐ Was the first to achieve the Revenue target in the month of Aug 09 ie. 13 Lacks in 10 Day

Sr. Executive	<u>RELIANCE Infocomm (Off Roll)</u>	May'03- Dec'08
---------------	--	----------------

Achievements:

☐ Was the Second in the Month of Sep in ROM. For the Highest Selling of Wired Line And Broadband

Sales Ex.	BPL Mobile.	Jan'98 – April'03
-----------	-------------	-------------------

Achievements:

EMPLOYMENT HISTORY

Partnership Firm	We Are One Enterprises Pvt.Ltd	April2021- Till Date
Partnership Firm	Crystal Media	March 15- April 18
District Manager	Spanco Ltd	Jan'09 – Dec '14
SR. Executive	Reliance Infocomm.	May'03 – Dec'08
Team Manager	BPL Mobile Franchisee	Jan'98 – Aprl'03

Highlights: -

- ☐ Functioned as Sr. Sales
- ☐ Conducted several:
 - To meet the New Customer on the site
 - Meeting the customer at different locations.
 - Group meetings at different locations for better customer relations.
 - Monthly meetings with Company MD to understanding of Business Strategy, Reporting, Product Knowledge, System Implementation, Deviation, Improvement, Suggestions and queries for sales & activity analysis.
- ☐ Actively involved increasing the sales.
- ☐ Successfully executed many campaigns for products promotion.
- ☐ Arranged several meet for better customer relation.

SCHOLASTICS

<input type="checkbox"/> B.Com -	Pune University	1997	Second Class
----------------------------------	-----------------	------	--------------

ENHANCEMENT PROGRAM

- ☐ Man Management Certification course completion at Reliance Infocomm. By NIS Partha

PERSONAL DOSSIER

Date Of Birth:	06 th Oct 1976
Address:	House No. 24, Manorama Nagar. Devkarpanand, Kolhapur.

PRESENT CTC

4 Lacs.

PREFERRED LOCATION

Anywhere in Maharashtra