

ABHAY NAYAK

Professional experience

7+ YEARS

Reliance Jio Infocom Pvt Ltd	TEAM LEAD	LUCKNOW	Sep 2018-PRESENT
<ul style="list-style-type: none"> Member of JIO fiber launch team so I know what problems we may face during a product launch Hiring and Training of home sale officer in such manner so they can give their max for themselves and organization, monitor their working style, their pitch to customers if requires train them more Handling and Onboarding of distributor and retailer and ensuring their active participations. Territory reached from 0 to 4300 active customers base within 3 years, 53% of total home passes penetrated with Jio fiber connection. As too many competitions were already doing businesses in area but our passion, plan and sales strategy and hard work helped me, within 3 years we left them far behind and now on top broadband player within territory. Increased territory sales from 0 to 25.8 per month within 3 years, exceeding quota by 13% in 2019 ,30% in 2022 and 53%in 2021. Handling 33 Retailers and 6 Distributors within area and ensuring 100% participation Providing all reports as Installations report, complaints report for smooth operations Sales Officer hiring and on boarding, Training and Certification supervision Customer Support for home automation result done 600 home automation in 2 years in GOMTINAGAR WINNER OF BEST performer 2020 for Lucknow team 			
NOKIA(HMD) (ACCORD SYNERGY)	Marketing and Partner Sales lead	GORAKHPUR	Sept.2015-Aug 2018
<ul style="list-style-type: none"> Works with partner marketing/field marketing to involve partners in local field marketing activities Drive strong distribution partner investment focus and satisfaction through partner readiness, enablement, and partner account planning Audit activities for Agencies (Merchandizing execution, in shop and on shop fixture execution & quality check). Experienced in Point of Sale material specification/production process and execution at Retail. Sales Management and motivation to partner for their 100% participation. Distributor selection & onboarded 71 partners to grow our sales. Setting up required system & processes at distributors to drive day to day business. Sales planning. Drive monthly sales target along with distributor & distributor team. Developing channel to drive sales of focus products Build connection with CE+IT retailers in the given territory. Having all the understanding of system's & processes to drive day to day business effectively Ensured distributors, distributor teams & channel partners are aware about CE & IT products of NOKIA. Drive regular training programs to achieve highest level of product knowledge 			
ERICSSON (HTIS Telecom pvt. Ltd.)	O&M Engineer	AZAMGARH	FEB2015-Aug 2015
<ul style="list-style-type: none"> Responsible for integration,SECTOR addition fault monitoring,fault analysys (commissioning) and Testing of RBS 2206, 2204, 2204v2, 2204v3, 2964, 2954, 2111for GSM900 Installation of AXX 9100 for dropping 31 E1's, AXX 9200 63 E1's on a node. Done migration of sites (more than 400+ sites) from one BSC to other BSC. Used DXX 6345 to making cross-connection b/w BSC STM to highways STM. Used DXX 6310 with MINI-LINK High-Cap for dropping E1's at various sites. Up gradation of PDH Equipments from 4x2 to 16x2 (E1 2.048mbps) on live network. Commissioning of 15Ghz ,7Ghz (more than100) of different bandwidth of Microwave equipment's for PCM links with 1+0 and 1+1 configuration (space diversity & equipment protection). 			

- Done software upgradation of AXX9200, AXX9100, HI-CAP(SDH) , Traffic Node(6P,20P) & MMU (2x2-34+4).
- More than 8 PDH MMU (40+ sites) on a site are shifted in to single Traffic node (20P) on live network.
- Responsible for throughing DCN acitvity from O&M side.

NOKIA SOLUTIONS (WTIL)	O&M ENGG	NAGPUR	NOV2014-FEB2015
------------------------	----------	--------	-----------------

- Responsible for BTS integration (commissioning) and Testing of 110 BTS sites
- Responsible for BTS integration (commissioning) and ip Testing of 100 3G WBTS (node B) under RVNS02.
- Responsible for BTS integration (commissioning) and ip Testing of 50 LTE
- Commissioning, Maintenance, Integration, Trouble shooting of 2G BTS (Ultra/ Flexi/compact/MULTI RADIO) sites and 3G BTS.
- ResponsibleBTS, integration (commissioning) of 900 & 1800 and 2100 band BTS sites for maintaining better network performance.
- Monitored the Service affecting faults such as diversity, fading, TRX fault, VSWR etc. of all sites TRX addition & activation.
- Coordinated with the field technicians and Engineers to resolve any network degrading faults occurred at BTS sites.
- Hands on experience on Flexi Ultra Site BTS, Hub Manager, Nokia LTE Hardware Configuration

ACADEMIC PROFILE:

DEGREE/EXAM	BOARD/UNIVERSITY	%	YEAR
BTECH	NMU	61	2014
CLASS XII	U.P. BOARD	60	2006
CLASS X	U.P. BOARD	58.9	2004

ACHIVEMENT

- Event head for the sports cricket event **CRICKET** for annual college festival.
- Captain of my college cricket team for 2 years.
- **Winner** of best performer Team Lead for year 2019, 2021