

RESUME

OBJECTIVE

To be Professionally successful and add value to the business through innovative ideas, sincerity and hard work

EDUCATIONAL QUALIFICATION

- **Master Of Business Administrations (M.B.A.)**
- **1993**
H.N.College, Solapur. Maharashtra, India
1st Class
- **Bachelor in Commerce**
- **1991**
Sangameshwar College, Solapur. Maharashtra, India
2nd class

PROFESSIONAL EXPERIENCE

- 1) At present working with Uplora Pvt Ltd.as a Sales Manager-India, From 16/12/2020 to uptill date. (Having B2B platform specially designed for Stone & Tile Industry-Pebblekraft.com)**

Job Profile: -

- Visiting Marble & Granite & Tiles Manufacturers & Suppliers to get registered with b2b platform
- Visiting Builders for their Project requirements.
- Looking after Products & company information upload in platform
- Appointing Agents & Associate Service Providers.
- Advertising on social media

- 2) Worked with Perfect Precasting Industries, Pune, Maharashtra, India as a Manager Marketing & Administration. From 01/08/2019**

Job Profile:-

- Looking After Marketing of RCC Precast items.
- Looking after Collections.
- Looking after Purchase
- Looking after workers Payments
- Looking after vendor payments
- Office Administration
- Co-ordination between factory & vendors & Transporters for dispatch of material

3) Worked with Perfect Concrete & Waterproofing Services Pvt. Ltd. at Pune as a Manager Administration & Marketing from Nov 2009 to 31st July 2019 & Transferred to Perfect Precasting Industries, Pune, Maharashtra, India.

Job Profile: -

- Looking After Marketing of RCC Precast items.
- Looking after Collections.
- Looking after Purchase
- Looking after vendor payments.
- Looking after workers Payments
- Office Administration
- Co-ordination between factory & vendors & Transporters for dispatch of material

4) Worked with Religare Securities Ltd (A Ranbaxy Promotor Group Company) as a Relationship Manager at Solapur Branch. From Nov 2005 to 8th April 2009.

Job Profile: -

- Looking after client acquisition for Equity and Commodity Online and Offline.
- Looking after new public issue sales.
- Handling 4 BDR's getting clients through them.
- Looking after Mutual Fund sales. Handling 2 Sub Brokers For Mutual Fund.
- Looking after related Software's and Hardware's with co-ordination of Regional Office.

5) Worked with Maestro Trade-Link Pvt. Ltd. as Territory Sales In charge (Marketing of Kinley Water) From 19th Nov.04 to 7th June 05 at Solapur.

Job Profile: -

- Develop, monitor and coordinate with more than 10 distributors and Dealers and achieve sales objectives for the area.
- Ensure that distributor maintain minimum sales inventory as per norms.
- Recruit, motivate, lead & control distributor sales team.
- Primary checking and follow up on distributor claim with concerned authority.
- Regular review and monitoring of daily, weekly, monthly, activity reports, stocks wise primary and secondary sales.
- Maintain nil outstanding.
- Collect competitor's information and make effective strategies in consultation with concerned authority.

6) Worked as Sales Representative in Vadilal Milk Products Ltd., at Solapur from Mar-02 to 18 Nov-04.

Job Profile: -

- Planning the targets for the Distributors keeping in view growth opportunities.
- Carrying out market survey prior to launching new products.

- Grabbing opportunities to participate in exhibition/food festivals.
- Reporting directly to Area Sales Manager.
- Dealer development.
- Settle Market claims, such as damages.

7) Worked as a Officer with Apple Finance Ltd. From Feb-97 to Feb-01.

Job profile:-

- Sourcing of car Finance enquires. Handling more than 5 agents and dealers.
- Handling Bank operations, office administration and legal matters.
- Initiated Dealer Tie-up.
- Handled Fixed Deposits. Handling more than 5 Fixed Deposit brokers.
- Evolved in Recovery matters and Co-ordination with repossession agency.
- From July 2000 looking after Nasik Branch independently.
- Looking after day-to-day operations.
- Looking after recovery and legal matters.
- Total 7 months experience in Branch handling.

8) Worked as Jr. officer in the 20th Century kinetic Finance ltd.,at Solapur From Oct.1995 to Jan 1997.

Job Profile:-

- Sourcing of Two-wheeler finance enquires for Kinetics vehicles.
- Handled bank operations and legal matters
- Initiated Dealer Tie-up. Handled 2 Kinetic Dealers.
- Evolved in Recovery Matters and Seizing of Vehicles

9) Worked as Marketing Executive in J.R. Associates (Financial Service Organization) From Oct.93 to Mar.95 and Transferred to Karvey Investor Service Centre (Solapur) From April.95 to Sept.95.

Job Profile:-

- Marketing of Fixed Deposits.
- Marketing of Primary Market Issues.

PROFESSIONAL STRENGTHS

- 1) Hardworking
- 2) Good Communication Skill

COMPUTER KNOWLEDGE

- MS Office – MS WORD, MS EXCEL

PERSONAL DETAILS

Name	Shriram Murlidhar Phadnis.
Present Address	C-11 Green Valley ,JSPM College Road Behind Hotel Siddhanath,Narhe,Pune-411041
Permanent Address	9, Shriram Co. Op. Hsg. Society, Ujaninagar Area. Solapur –413003.
Contact No	91-8767974148
Email. Id	phadnisshriram@gmail.com
Date of Birth	18 –10-1969
Gender	Male
Marital Status	Single
Nationality	Indian
Languages Known	English, Hindi, Marathi
Passport No.	P1219060
Date of Passport Expiry	08/08/2026

HOBBIES

Reading

Declaration : I hereby declare that the above-mentioned information is correct and valid.

Date: 29/09/2022

Place: Pune, Maharashtra india
Phadnis)

(Shriram