**Rahul Pratap Shankar**

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Mobile: +91 9734488522  
+91 8840781533  
  
**CAREER OBJECTIVE**  
To work in a professional, dynamic and vibrant environment and to keep adding value to the   
organization, which I represent and serve, and to myself, while concurrently upgrading skills and knowledge. I would welcome an opportunity to consolidate and expand this quest for knowledge and in the process develop methods and solutions resulting in improved, efficient and effective work process.   
  
**WORK EXPERIENCE**:-

12 years of Professional experience in telecom industry, I bring a unique set of knowledge   
and skills, which include an in-depth understanding of Business Administration.

1. Currently Working with Reliance Jio Infocomm Ltd (RSMSL). As Manager (Port Blair) Sales & Distribution- Mobility Sales since Sep 2021 to till now

**Channel Management**

* Handling On Roll & Off Roll Sales Team
* Responsible for Primary Done at Distributor End
* Managing Secondary & Tertiary Sales at Retailer End
* To Ensure Scheme Communications across Trade
* Conducting Trainings for betterment of Sales
* Handling all Business of Device & Accessories
* Working on WODs for Increasing Sales

**2)** Currently Worked with Lava International Ltd. As DM (Port Blair) Sales & Distribution- Mobile Sales since May 2019 to Sep 2021  
**JOB PROFILE:-**

**Channel Management**

* Off Roll Sales Team
* Responsible for Primary Done at Distributor End
* Managing Secondary & Tertiary Sales at Retailer End
* To Ensure Scheme Communications across Trade
* Conducting Trainings for betterment of Sales
* Working on WODs for Increasing Sales

**3)** Currently Worked with Reliance Jio Infocomm Ltd (RSMSL). As Asst. Manager (Faizabad U P) Sales & Distribution- Device Sales since December 2016 to May 2019.  
**JOB PROFILE:-**

**Channel Management**

* Handling On Roll & Off Roll Sales Team
* Responsible for Primary Done at Distributor End
* Managing Secondary & Tertiary Sales at Retailer End
* To Ensure Scheme Communications across Trade
* Conducting Trainings for betterment of Sales
* Handling all Business of Device & Accessories
* Working on WODs for Increasing Sales

**4)** Worked with Vodafone Mobile Services Ltd. As TSM (KANPUR) since March`2016 to December 2016.  
**JOB PROFILE:-**

**Channel Management**

* Enable business growth by developing and managing a network of Channel Partners across assigned territories.
  + Guide and train Partners to accomplish set Secondary and business targets.

**Team Management**

* Managing of Sales Teams, both In-house and at Channel Partners’ end.
* Create an environment that sustains and encourage high performance; motivate teams in optimising their contribution levels.
* Handling Seven channel partners an around 250 retailers.
* Manpower and infrastructure development.
* Management of Channel Sales

5) Worked with Vodafone Mobile Services Ltd. As STORE MANAGER (Andaman & Nicobar Islands) since March 2014 to March 2016  
  
  
**JOB PROFILE**:-

* Achieve monthly Targets in terms of new subscribers (post-paid), Revenue, Data Card from   
  Vodafone Stores.
* Drive Store revenue / EBITDA through store walk-in conversion and all revenue streams like   
  post-paid, prepaid, vas, data, handset etc
* Manage and maintain end to end store operation - adhere to all store operational process like   
  stock, cash, store admin, HSW audit etc
* Ensure positive ROI / EBITDA of store is managed
* Motivate & develop team who are delivering at store
* Always focus on productivity parameters like average wait time, max wait time interaction time   
  & trend the executives accordingly
* Frequently interact with store staff to have hands on feel of day to day operations & motivate   
  the staff to achieve their targets and walk the extra mile Address the problems at the cash counters & CSD immediately leaving all other work
* On May 2014 Vodafone Store Port Blair achieve 232 Postpaid number this is ever highest   
  achievement till now
* On June 2014 Vodafone Store Port Blair achieve Rank 1 retention and churn in ROB Circle.  
    
  5) Worked with Vodafone South Ltd. As CRE (under SECS) since May`2011 to March`2014.  
    
  **JOB PROFILE:-**
* Taken care of all responsibility of entire VS (all sale and service) in absence of Store   
  Manager for 3 Months.
* Responsibility to maintain an MIS (Management Information System) to keep track of various   
  data like monthly
* sales report in C-Pos, daily wise activation and sale, Telecalling lead Vs DSR gap, customer sub   
  base, monthly churn.
* Responsibility of generating various reports like daily activation reports, daily sales &  
  stock report pick up vs DSR gap etc on daily basis and provide it to various departments

6) Worked with Vodafone South Ltd. As CRE (under franchisee Pratap Singh Chawala) since May`2010 to May`2011.  
  
**JOB PROFILE:-**

* Handling Customers coming in Store for request enquiry and complain.
* Sales Postpaid,Prepaid and Data
* Maintain Front Desk Operations.

**7)** Worked with Ienergizer BPO as a Tele caller since Aug`2008 to April`2010.  
  
**JOB PROFILE**:-

* Reliance BIG TV Retention Process.
* Call all across the India for Retention.
* Built Good Relationship with Customer over the Phone.
* Solve more issues over the phone  
    
    
  **ACADEMIC QUALIFICATION:-**  
    
  **EXAMINATION UNIVERSITY/ BOARD COLLEGE / SCHOOL YEAR**  
    
  BBA Pondicherry J.N.R.M College 2008

Higher Secondary C.B.S.E Govt. School 2005

Secondary C.B.S.E Govt. School 2003  
  
ORGANIZING SKILLS  
> Organize painting competition.  
> Organize campaigning for sale.  
  
**PERSONAL DETAILS**  
  
DATE OF BIRTH: 10th Feb 1986  
LANGUAGES KNOWN: English & Hindi  
INTERESTS AND HOBBIES: Music.

STATEMENT OF PURPOSE  
  
My academic background, ability to work in team, analytical and communicational skills will   
definitely be an additional advantage in pursuing my career objectives and contributing to your esteemed organization. I would welcome an opportunity to consolidate and expand my knowledge lead into a career growth and positive contribution to your esteemed organization.   
  
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Mailing Address:   
C\O Andaman Paint Pvt Ltd

Ind Estate Plot No D13 &14

Garacharaman South Andaman

Port Blair 744105