

CURRICULUM VITAE

RAVIRAJ KAMATAR

717, 2nd Floor, 2nd Cross, near Pavan Bhandar
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SUMMARY

- ✓ Seeking challenging assignments in Marketing & Education Sector for a well reputed and established Educational Institutions of National / International scope, which offers diverse job responsibility and will fully utilize both my Marketing Management and Business Administrative abilities?
- ✓ A highly organized and detail oriented Marketing & Business Professional with over 8.5+ years' experience providing thorough and skillful Marketing & Sales support to Marketing Department.
- ✓ Good Team Player easily gets mingled up with people & Network.

PROFESSIONAL WORK EXPERIENCE

CAREER POINT LTD

Dec 2017 – Till Date

Designation: Branch Manager
Mysuru, Karnataka, India

The Branch Manager exercises complete responsible for developing and managing a business operation that increases sales, profitability, market share, and customer and employee satisfaction by directing, coordinating and monitoring all sales, branch operation and personnel development activities

Roles and Responsibilities:

- ✓ Assess local & feeder market conditions, identify current and prospective sales opportunities and develop forecasts, financial objectives and business plans of the branch.
- ✓ Develop and implement sales and profitability plans according to account management principles that ensure the development and maintenance of account plans.
- ✓ Direct all operational aspects of the branch to include distribution operations, customer service, human resources, administration and sales in a manner that supports reaching the profitability goals.

- ✓ Ensure that all areas of work performance or departments are properly staffed and directed provide training, & development and motivation to bring out the best in each distribution team member.
- ✓ Recommend desirable changes in the policies and goals of the branch and the organization if required. Assist management in developing branch and organizational objectives, and also in formulating policies and budgets
- ✓ Manage the branch honestly, follow high ethical standards, and comply with all government regulations and ensure the safekeeping of company assets, including structures, equipment, inventory and cash.
- ✓ Evaluate regularly the effectiveness of the branch operation, to see that policies are being observed and that goals are being attained
- ✓ Participate actively in community, business and industry organizations to build a network of contacts that improve the presence and reputation of the branch and company in the local area.
- ✓ Conducting Seminars at Schools and PU Colleges, Conducting Parent Teacher Meeting (PTM) at regular intervals.
- ✓ Motivating, provide adequate knowledge about the product of company to the subordinate. In regular intervals giving live demos to the subordinates.
- ✓ Collecting customer feedback and conduct market research to understand competitors and market trends and taking care of employees and customer satisfaction.
- ✓ Administration works like House Keeping & Security Management. Petty cash management, etc.
- ✓ Follow company policies and procedures and other duties as assigned.

AAKASH EDUCATIONAL SERVICES PVT. LTD.

Designation: Sr, Manager & Marketing In-Charge
Mysuru, Karnataka, India

Aug, 2016 – Dec, 2017

The manager exercises complete responsible for developing and managing a business operation that increases sales, profitability, market share, and customer and employee satisfaction by directing, coordinating and monitoring all sales, branch operation and personnel development activities.

Roles and Responsibilities:

- ✓ Assess local market conditions, identify current and prospective sales opportunities and develop forecasts, financial objectives and business plans for the branch
- ✓ Marketing and Sales of the courses offered by the organization.

- ✓ Taking Care of Both ATL and BTL for the entire City, and generating of leads for the team to follow up on.
- ✓ Achieving the target on a monthly wise with the man power allocated.
- ✓ Provide training, coaching, development and motivation to bring out the best in each distribution team member.
- ✓ Regular school, PU college and tuition teachers visits for Strategic tie-ups and generate data base for the team,

INDIAMART INTERMESH LIMITED

Designation: Manager (Team Lead)
Bengaluru, Karnataka, India

July 2013 – July 2016.

Joined as an **Executive** in the month of July 2013

Promoted as **Senior Executive** in the month of April 2014

Promoted as **Assistant Manager** in the month of Nov, 2014

Promoted as **Manager** in the month of July, 2015

Roles and Responsibilities:

- ✓ Motivating, provide adequate knowledge about the product of company to the subordinate.
- ✓ Give live demos to the subordinates by accompanying with them in regular intervals in first sales pitch and follow ups.
- ✓ Developing sales strategies and setting monthly and weekly targets to team mates.
- ✓ Reaching out the self-targets and ensuring each of the team should perform well in my leadership.
- ✓ Collecting customer feedback and conduct market research to understand competitors and market trends.
- ✓ Generating leads and fixing up the appointments with the decision maker and explaining them about the services offered by the company.
- ✓ Development of new clients like manufacturers, suppliers, traders and service providers etc.
- ✓ Conducting morning huddles in the morning to ensure fresher team should get hand holding support at the beginning.

AWARDS AND RECOGNITION:

- ✓ **Outstanding Performance Award -2020** by Career Point Ltd Mysuru.
- ✓ Received **BEST LEADESHIP AWARD** from Career Point Mysuru for the academic year 2019
- ✓ Conducted **ANTHE** (Aakash National Talent Hunt Examination) – 2018 & 2019 where 4850 students have written exam successfully.

- ✓ Highest **Admission & Revenue** getter in Karnataka for academic year 2016-2017
- ✓ Addressed print and visual Media thrice on behalf Aakash Institute in different vacations.
- ✓ **BUSINESS AWARD 2017** for Business Achievement & Growth in the financial year 2016-2017
- ✓ Got **AAKASH GAURAV 2017** award for the excellent performance in the academic year.
- ✓ **All India Topper:** December 2015 (Among 6400 Executives) in IndiaMart.com
- ✓ **Pillar of Success:** 1) April 2015 in Indiamart.com
2) December 2015 in Indiamart.com
- ✓ **Hall of Fame:** 5 Times in 2015 at IndiaMart.com
- ✓ In Jan 2014 was been honored with **Gold Medal** and many Silver and Bronze medals for achieving highest number of sales in the Branch as an Executive and Senior Executive.
- ✓ Selected as **BEST STUDENT OF THE YEAR - 2013** award at RC College of Commerce and Management in MBA
- ✓ Unanimously selected as **TREASURER** to handle financial expenses of class in MBA - 2012
- ✓ Being elected as a **President** in degree college elections unanimously in 2010.
- ✓ Selected for **Inter College Level NSS CAMP** held at Gulbarga University Campus.
- ✓ Received 1st Prize for Yoga at 8th STD.

ACADEMIC DETAILS:

- ✓ **MBA** in Marketing and Finance from Bangalore University, with **70.80%** in 2013.
- ✓ **B.Sc. (PCM)** from Gulbarga University, with **76.19%** in 2011.
- ✓ **Diploma in Education** from Dist. Institute of Education & Training Gulbarga with **83.89%** in 2008.
- ✓ **PUC** from Govt. Boys P. U. College, Humnabad with **67.66%** in 2005.
- ✓ **SSLC** from Dr. B. R. Ambedkar High School, Humnabad with **81.44%** in 2003.

PROJECTS / SUMMER INTERNSHIP:

- ✓ **Project Title: The Organizational Study** (A Detailed Study on BSSK Ltd-2012)

The purpose of the study was to analyze all the functional departments and SWOT analysis of the organization. Duration: 6 Weeks

- ✓ **Project Title: A Study on Impact of Social Media on Marketing, 2013**

The main objective of the Project was to study the impact of social networking sites on marketing activities. Duration: 6 Weeks

STRENGTHS:

- ✓ Ability to work in new & Challenging, as well as deadlines driven environment.
- ✓ Willingness to work in groups and ability to lead group activities.
- ✓ Good team player which helps in leading the team towards success.
- ✓ Patient enough to cope with different situations.
- ✓ Good in analyzing the things and situations.

PERSONAL PROFILE:

- ✓ Date of Birth : 11th July 1988
- ✓ Languages Known : English, Kannada, Hindi and Marathi.
- ✓ Permanent Address : At Post: Maniknagar Tq: Humnabad Dist: Bidar
Pin code: 585353

DECLARATION:

I hereby declare that all the information furnished above is true to the best of my knowledge and belief. I will be faithful and will loyally carry out the duties assigned to me.

Place: Mysuru

Date:/...../.....

Yours Sincerely

RAVIRAJ KAMATAR