

Pavan.S.Shah

TRIMULA CLASSIC APT FLAT NO 501&503 5TH FLOOR (W) MAREDPALLY SECUNDERABAD 500026

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OBJECTIVES

- A highly energetic and team spirited professional.
- Strong customer orientation and demonstrated ability in building trust by listening to customers' needs & providing solutions.
- A self-starter who takes complete accountability for assignments and exhibits ability to face challenges head on & execute sound decisions.
- Possess leadership traits; able to build team cohesion and inspire team members to strive towards ever-higher levels of client management skills.

CORE STRENGTHS

- Analytical problem solving, communication & interpersonal skills
- Planning & Supervision
- Build customer relationships – inspire , confidence and credibility
- Drive systems, processes, methodologies for delivering quality
- Exceptionally well organized and demonstrate creativity and initiative
- Pipeline management skills



WORK EXPERIENCE

AA DESIGN Studios Pvt Ltd
General Manager

July 2014 till date

Handling - Corporate Clients and FMCG, Educational, Channel Partners.(Digital Signage Solutions and Computer Hardware and software).

Reliance Communications'
July 2014

June 2012 -

SME Manager

Handling - Corporate Clients and IT& ITES Clients, Educational.

Value Point Systems
June 2012

April 2011 -

Business Development Manager

Handling - Corporate Clients and IT& ITES Clients, Educational. (Computer Hardware and Software Solutions).

ASUS Technology Pvt Ltd
2011

Aug 2010 - March

Territory Manager

Handling - Corporate Clients and IT& ITES Clients, Channel Partners, Educational. (Laptops)

Zenith Computer Pvt Ltd
Area Sales Manager

Jan 2007 - July 2010

Handling - Corporate Clients and IT& ITES Clients, BSFI, Manufaructing, Infra, Educational, Central Government selling all the Products (Computer Hardware and Digital Signage Solutions).

Roles and Responsibilities'

- Planning and execution of Sales Straggles in India competitive market.
- Creating new business opportunities for the Company by bringing in new clients.
- Maintain and nourishing the existing clients of various verticals
- Taking care of the payment within the stipulated time.
- Handling the team and making them to reach their goals successfully.
- Interacting with HO for technical clarification along with pricing.
- Involved in preparation of Tenders for Central Government Organisations and BSFI organizations.
- Efficient in crisis managements.
- Developing business opportunities for the Company by bringing in new channel partners.

- Main ting and optimize the beget and expenses
- Handling day to day operation of the organization
- Handling the payroll of the staff
- Responsible for getting new vendors to the company

PROJECTS

Organizational Project

Netwoth Stock Broking Ltd (Promotions of Mutual Funds)
2006

Jan 2006 - Feb

Project Profile: Promotion of Mutual Funds to HNI Customers.

Summer Internship Program

THE RED BRICK INN

May 2006- Jul 2006

Project Profile: Corporate Sales for the hotel.

EDUCATION & CREDENTIALS

Completed MBA Marketing 2005-2007
Magnus School of Business Hyderabad.

Bachelor in Hotel Management and Catering Technology 2005
Osmaina University, Hyderabad India

XII Standard 2002
St. Mary's Centenary Jr College, Hyderabad India

PERSONAL DETAILS

Date of Birth : 22nd May 1983
Marital Status : Married
Languages Known : English, Hindi, and Gujrathi

REFERENCES

Available on request

