

15 yrs of Expertise:-

1. BRAND BUILDING

2. TRAINING EXPOSER

3. TEAM MANAGEMENT

4. PROCESS FORMULATION

5. VENDOR DEVELOPMENT

6. CHANNEL DEVELOPMENT

7. BUSINESS DEVELOPMENT

8. MARKETING MANAGEMENT

9. NETWORK EXPANSION MANAGEMENT
10. KEEN LEARNER

11. RETAIL EXPOSER

12. MARKET ANALYSIS

13. LOSS PREVENTION

14. PROFITABILITY NORMS

15. ROOT CAUSE ANALYSIS

16. FAST ADOPTING EMERGING TRENDS

17. ACHIEVE ORGANIZATIONAL OBJECTIVES

18. SELF UPGRADING AS PER INDUSTRY.

POSSESS MOTIVATIONAL MANAGEMENT SKILL WITH A RECORD OF BUILDING AN EFFICIENT SALES AND SERVICE TEAM. AN EFFECTIVE COMMUNICATOR WITH EXCEPTIONAL RELATIONSHIP MANAGEMENT SKILLS WITH THE ABILITY TO RELATE TO PEOPLE AT ANY LEVEL OF BUSINESS AND MANAGEMENT. STRONG BIAS FOR GREAT CUSTOMER SERVICE. HIGH OWNERSHIP-FOLLOWS THROUGH TO ENSURE THE DELIVERY OF CHANGES/SOLUTIONS/SERVICES THAT FULFILL THE CUSTOMER NEEDS. EFFECTIVELY ANALYSES AND INTERPRET INFORMATION, IDENTIFYING & VALIDATING THE KEY FACTS, INCLUDING REVIEWING ALTERNATIVES TO DETERMINE ADVANTAGES AND ASSOCIATED RISKS.

Work History

2020-06 - 06-2021 **Regional Leader Growth INTERNATIONAL- TS, AP, OD**

SHREE MARUTI COURIER SERVICES PVT LTD, HYDERABAD, TELANGANA

- HANDLING ANNUAL BUDGET OF 15 CR WITH NETWORK OF 85 CHANNEL PARTNERS.
- PLANNING & IMPLEMENTATION OF SOPS TO TRACK AND EVALUATE SERVICE PARTNERS KPIS.
- KEY ROLE IN PROCURING NEW AGENTS, FRANCHISEE, VENDOR ALLOTMENTS & GENERATING REVENUE WITH AGENTS & SUB AGENTS ACROSS A.P & T.S TO BUILD THE NETWORK.
- TRACKING SALES REGULARLY TO AVOID MISS-COMMUNICATION TO CUSTOMERS & INCREASING BRAND IMAGE WITH BIG BRAND FOLLOW-UPS & MEDIA RELATIONS TO INCREASE AWARENESS.
- RESPONSIBLE FOR TRAINING NEW SALES TEAM & MOTIVATING EXISTING TEAM TO GET BUSINESS WITH INNOVATIVE TAUGHT & IDEAS TO MEET THE REVENUE CRITERIA RELATED TO APPRAISAL, COLLECTIONS.
- TRAINING FRANCHISEES & AGENTS ACCORDINGLY TO BE PROACTIVE IN GENERATING REVENUE. ALLOTING NEW TIE-UPS WITH CORPORATE TO SUPPORT IN PROFITS & OPERATIONS OF FRANCHISEE.
- INCREASING BRAND AWARENESS AS PER COMPANY POLICIES ON FRANCHISES THROUGH POSTING AD'S IN DIGITAL MEDIA FOR QUICK PROMOTIONS & CAPTURE THE MARKET BY GENERATING ENQUIRES FROM AD'S & WORKING ON REQUESTS POSTED BY DIFFERENT CUSTOMERS.
- MANAGING THE DAILY OPERATIONAL RELATED ISSUES FOR AVOIDING THE BUSINESS RISK BY PREPARING AND CIRCULATING ALL MIS'S ON TIME AS PER MANAGEMENT GUIDELINES AND PROCESSES TO ENCOUNTER DAY TO DAY OPERATIONAL CHALLENGES EFFECTIVELY.
- RESPONSIBLE FOR WORKING CLOSELY WITH 2-REGIONAL CHANNEL OPS MANAGER, 4-AREA CHANNEL MANAGER'S, 3-AREA OPS MANAGER'S WITH REGULAR TRAINING & DEMONSTRATIONS TO INCREASE SALES REVENUE & CLINT BASE.

BHARGAV
GARUDADRI

Regional Leader Growth
INTL - TL, AP & OR

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Skills

- Goal Setting
- Forecasting skills
- Business Planning
- Relationship-Building
- Vendor management
- Network development
- Territory Management
- Sales initiatives & techniques
- Profit and loss understanding
- Product and service knowledge

Languages



- ENSURE ENOUGH BANDWIDTH IN TERRITORIAL DELIVERY TEAM TO ENSURE PEAK TIME DELIVERY MANAGEMENT. RESPONSIBILITY TO ENSURE TEAM TO GET CORPORATE ORDERS & MAINTAIN LONG TERM RELATIONSHIPS & COLLECT REFERENCES FROM CLIENTS & PROVIDE DIFFERENT PACKAGES TO FETCH BULK BUSINESS.
- RESPONSIBLE TO CREATE SUB-CHANNEL PARTNERS TO INCREASE BULK SELLING & ENCOURAGING THEM BY GIVING LOWEST COST TO EARN GOOD PROFITS TO COVER-UP THEIR BUDGETS. TIMELY ROUTE PLANNING, DISTRIBUTION FOR ADHERING PERFORMANCE METRICS, IDENTIFY BOTTLE NECKS AND SUGGEST PROCESS IMPROVEMENTS.
- RESPONSIBLE FOR PAYMENTS, COLLECTIONS, REGISTRATION'S & DELIVERY OF REGISTERED DOCUMENTS AS PER THE TAT WITH TIME TO TIME FOLLOW-UP. RETENTION OF CUSTOMERS & SOLVING REGISTERED COMPLAINT AT THE BOARD LINE BY COMMUNICATING WITH THEM & RESOLVE THE ISSUES AS PER THE GUIDELINES & CONDITIONS.
- REGULAR COORDINATION WITH IT TEAM TO CLEAR THE ERRORS & UPDATES FOR ENHANCING THE PERFORMANCE OF THE E-COURIER APP, WHICH FETCH EXTRA INCENTIVES TO FRANCHISEES.
- COORDINATION WITH CO-LOADERS ON TOP PRIORITY TO PICK-UP & DELIVER THE VOLUMES IN TIME END-TO-END FROM HUB TO FRANCHISEE & VICE VERSA TO ENHANCE THE CONNECTIVITY OF THE INTERNATIONAL SHIPMENTS & TO MEET THE TAT.

2019-10 -
2020-06

Regional Channel Manager

DTDC PVT LTD, VIJAYAWADA, ANDHRA PRADESH

- CHANNEL PARTNER APPOINTMENT.
- SUB CHANNEL PARTNER APPOINTMENT.
- FAB ENGAGEMENT PROGRAM.
- MONTHLY TRAVELS & MEETINGS.
- CORPORATE TIEUPS FOR BUSINESS.
- NETWORK EXPANSION FOR SERVICE.
- TEAM MANAGEMENT FOR REVENUE.
- TIMELY TEAM PERFORMANCE REVIEW.
- TEAM UPRAISALS WITH REVIEW REPORT
- E-COMMERCE PROCESS ADHEARENCE.
- PAYMENTS FOLLOWUP FOR TS & COD.
- INTERNATIONAL REVENUE BUILDING.

2018-12 -
2019-10

AREA MANAGER TS, AP, CG

FLIPKART INDIA PVT LTD, HYDERABAD, TELANGANA

- ORGANISED 1ST LAUNCH OF FLIPKART KIRANA 12 STORES IN JAN'19.
- 2ND LAUNCH OF FLIPKART STORES IN KOL, VTZ, VJA & CGH.
- ON-BOARDED 560 STORES TILL MAR'19 TO CATER 8K DLV'S.
- FROM 0 TO +1400 STORES IN MAY'19 TO CATER 20K/DAY.
- ON-BOARDED 6K STORES TILL SEPTEMBER TO CATER 60K.
- TARGETED 100K DELIVERS IN DIWALI THROUGH FKK STORES.

2014-06 - Deputy Manager TS, AP
2018-11 ARAMEX INDIA PVT LTD, HYDERABAD, TELANGANA

- WHOLE SELLER APPOINTMENT.
- CHANNEL PARTNER APPOINTMENT.
- CORPORATE TIEUPS FOR BUSINESS.
- NETWORK EXPANSION FOR SERVICE.
- TEAM MANAGEMENT FOR REVENUE.
- SOURCING RETAIL CUSTOMER.
- E-COMMERCE PROCESS ADHEARENCE.
- CMS PAYMENTS FOLLOWUP FOR COD.
- INTERNATIONAL REVENUE BUILDING.

2010-12 - Assistant Manager
2014-05 FORUN EXPRESS, HYDERABAD, HYDERABAD, TELANGANA

- CHANNEL PARTNER APPOINTMENT.
- DISTRIBUTER APPOINTMENT.
- SOURCING RETAIL CUSTOMER.
- CORPORATE TIEUPS FOR BUSINESS.
- NETWORK EXPANSION FOR SERVICE.
- TEAM MANAGEMENT FOR REVENUE.

2006-03 - BRANCH MANAGER
2010-11 MAGIC CARD ENTERPRISES, HYDERABAD, TELANGANA

- DISTRIBUTER APPOINTMENT.
- SOURCING RETAIL CUSTOMER.
- CORPORATE TIEUPS FOR BULK.
- NETWORK EXPANSION.
- TEAM MANAGEMENT.

Education

2012 M.B.A-----SIKKIM MANIPAL DISTANCE EDU. UNIVERSITY - HYDERABAD
2005 B.S.C-----SRI KRISHNADEVARAYA UNIVERSITY - ANANTAPUR
2002 M.P.C-----V.M.V JUNIOR COLLEGE - HYDERABAD
2000 S.S.C-----H.M.T HIGH SCHOOL - HYDERABAD

Interests

- PLANNING & DESIGNING PROCESS.
- TRAVELLING

DATE:-

BHARGAV GARUDADRI