

**RAHUL KUMAR JHA**

☎ +91 - 8286970213 ✉ jha.rahul.k@gmail.com

**4+ Years of international exposure from 3 countries****OBJECTIVES:**

To secure a challenging position within the marketing and business development spectrum in an organization where continuous learning, creativity and exposure to innovative ideas are encouraged and helps in stimulating organizational as well as professional growth involving customer relation. I want to utilize all my potentials and knowledge to provide necessary solution to problems and issues, thereby realizing my career objective while serving the firm to its expectation. I believe that my rich IT background coupled with a keen interest in sales, marketing & business management has equipped me with skills necessary to succeed in a dynamic business environment and I strive to continually discover and develop my potential in the years to come.

**PROFESSIONAL EXPERIENCE: ( 12+ Years )**

<b>Organization</b>	Maximus Infoware India Pvt. Ltd. Thane	<b>Duration</b>	Nov 2019 to Jan 2020 ( <b>Available to join Immediately</b> )
<b>Designation</b>	Senior Business Development Manager	<b>Key Role</b>	<b>Fin-Tech &amp; Banking Alliance</b> , To Acquire International Tenders
<ul style="list-style-type: none"> <li>◆ New International Business Development with FinTech - Banking Alliance in all the Asian countries, Africa and GCC Countries.</li> <li>◆ Fin-Tech Sales for varied services to banks, To submit bid for acquiring tenders, Signing up new international partners with NDA.</li> </ul>			

<b>Organization</b>	Avenues Payments India Pvt. Ltd. Mumbai (CC Avenue Group Company)	<b>Duration</b>	Dec 2018 to Sep 2019
<b>Designation</b>	<b>Senior Manager</b> – Business Development	<b>Key Role</b>	BD, Post Sales, Escalation, Team & Account Mangmnt.
<ul style="list-style-type: none"> <li>◆ Managing BD, Post Sales activities, Escalation, Team &amp; Account Management with customer relationship by quick IT resolutions.</li> <li>◆ To provide Strategic inputs, Generating of Business Intelligence Unit for the Global Money Transfers Team &amp; for overall timely MIS, data analysis &amp; IT security for major banks of India in coordination with partners, clients, IT, QA &amp; Business team of Avenues.</li> </ul>			

<b>Organization</b>	Etisalat Services Holding, Dubai, UAE	<b>Duration</b>	June 2017 to October 2018 ( <b>1 Year &amp; 5 Months</b> )
<b>Designation</b>	Senior Digital Sales Consultant	<b>Key Role</b>	<b>B2B Sales &amp; New Business Development</b>
<ul style="list-style-type: none"> <li>◆ Worked for Smiles Loyalty (Rewards &amp; Deals) Program &amp; Connect Digital Marketing by Etisalat for New Business Development.</li> <li>◆ B2B Sales for various digital marketing, Business Listings, SMS &amp; Email Marketing, Social media engagements, Google AdWords, Display Advertising, Push notification for Driving Brand Engagement on Mobile &amp; Desktop including <b>up-sale for Telecom Products</b>.</li> </ul>			

<b>Organization</b>	DU Yellow Pages UAE ( <b>Al Shirawi Group Co.</b> )	<b>Duration</b>	Feb 2015 to March 2017 ( <b>2 Years &amp; 2 Months</b> )
<b>Designation</b>	Senior Key Account Manager	<b>Key Role</b>	B2B Sales & Corporate Marketing
<ul style="list-style-type: none"> <li>◆ Lead Generation, Attending Meetings, to evangelize YP Marketing Solutions, to assess client needs and educate on the power of YP services to enhance business opportunities manage company provided accounts and cultivate existing relationships to grow revenue. Follow processes with accuracy and attention to detail such as collecting data, contracts, Account Management, Feedback and Complaints, Credit and Payments etc. and moving them through the appropriate channels for YP Media &amp; Du Telecom.</li> <li>◆ To Serve as an industry expert, to hit budget, to exceed sales, exploring existing relationships, engaging and to educate decision makers and build rapport by keeping up with the latest trends to break down barriers, close sales by key influences, cold calling, etc</li> <li>◆ To manage territory through creative communication and marketing strategies engage for client's business grow to generate more Revenue through strategic proprietary advertising technologies by Actively networking with business owners &amp; driving traffic to their doors through powerful YP advertising solutions in UAE territory. Responsible for <b>up-sale of Telecom Products to corporate</b>.</li> </ul>			

<b>Organization</b>	Landmark Group, Riyadh, <b>KSA</b>	<b>Duration</b>	July 2014 to December,2014 ( <b>6 Months</b> )
<b>Designation</b>	Management Trainee	<b>Key Role</b>	Retail & Corporate Sales, Marketing, Operations
<ul style="list-style-type: none"> <li>◆ Worked on various live Business projects, Corporate Sales, Marketing Projects, SCM, stock availability, customer service standards, administration and productivity of the employees, sales target achievements, Competition Analysis and to know the unique branding activities of the major competitor. Adopt any changes and Improvement as compares to the competitor, etc.</li> <li>◆ Taking care of customer feedback and complaints and to adopt any changes to increase brand awareness of landmark group.</li> <li>◆ To increase sales and market share by doing unique branding activities, creating ads and by giving ideas &amp; recommendations.</li> </ul>			

<b>Organization</b>	Bharti Airtel Limited, Mumbai, India	<b>Duration</b>	May – July'2014 ( <b>2 Months</b> )
<b>Designation</b>	Territory Sales Manager	<b>Key Role</b>	Channel Management & Corporate Sales (B2B)
<ul style="list-style-type: none"> <li>◆ Managing the Channel &amp; corporate sales and B2B partnership and launch of new Airtel Postpaid Campus Plan, Skills and training to agents for driving business and driving sales team to achieve the set targets, to increase brand awareness by giving information of the new and old products and their unique benefits as compared to competitor, BTL activities including Meetings clients and building relationship to increase the brand awareness. To put posters on the notice board, to send mass emails to students and faculties,</li> <li>◆ To organize and to do road shows and events in top MBA / Engineering Colleges of Mumbai region prior to the launch of Airtel Postpaid connection with <b>mobile handset plan</b> and During the launch of Airtel Postpaid Campus Plan.</li> </ul>			

**RAHUL KUMAR JHA**

☎ +91 - 8286970213 ✉ jha.rahul.k@gmail.com

**4+ Years of international exposure from 3 countries**

Organization	MyDeals247 E-Commerce Pvt. Ltd. Bangalore	Duration	12 Weeks (Almost <b>3 Months</b> ) April – July'2013
Designation	<b>Intern – (Business Development Manager)</b>	Key Role	Sales & Marketing, Vendor Management, Digital Ad
<ul style="list-style-type: none"> <li>Generated new development deals for Volume Sales, Ad Sales, Vendor Management, Internet Marketing &amp; Online Advertising</li> <li>To supervise the Working of Sales Department, Handling Sales Team, Meeting the Clients and Building Relationships.</li> <li>To increase the sales of Consumer Electronic products, Sales Target, Promotions and sales of personalized ad model of mydeals247.com which includes Digital Marketing, Local listing and classifieds, Search Advertising, Contextual Advertising, Displaying Advertising, Mobile Marketing, Geotargeting, Group Buying Advertising, Social Media Ad, Online, Video and E Mail Ads.</li> <li>Ad Sales with model of Cost Per Click (CPC), Cost Per Mile (CPM), Cost Per Lead (CPL), Cost Per Acquisition (CPA)</li> </ul> <p><b>Reason for Leaving: Summer Internship (not a permanent job) - part of 2 years full-time MBA (2012-14) program</b></p>			

Organization	Hitaishi-KK Manufacturing Co. Pvt. Ltd. Kolkata	Duration	March 2009 to May'12 ( <b>3 Years &amp; 3 Months</b> )
Designation	Manager – Sales & Marketing	Key Role	Business Development – Import /Export, B2B
<ul style="list-style-type: none"> <li>Leading the team of <b>S. &amp; M.</b>, B2B Sales and Promotions, <b>KPI</b>, Training for New and Old Employee, Inventory Management, Visual Merchandising in Trade Fair and Coordinating with the buying agents, Taking care of Credit/Payments and Feedback/Complaints.</li> <li>Sales Target, Attending Trade fair on regular basis and to increase brand awareness of the company by hosting the trade events.</li> <li>ATL, BTL and TTL Activities including Pre-Event, During-Event, Post-Event Activities. E-Mail Ads. Awareness through telemarketing, Social Media Network. Taking care of marketing cost, to minimize the cost incurred to promote the products of company.</li> </ul> <p><b>Reason for Leaving: Higher Studies (Joined 2 year's Full time MBA)</b></p>			

Organization	Jayshree InfoTech Consultant, Kolkata	Duration	April'05 to Feb'09 ( <b>3 Years &amp; 10 Months</b> )
Designation	Senior System Engineer	Key Role	General Troubleshooting, Admin, AutoCAD & Oracle-DBA
<ul style="list-style-type: none"> <li>General Troubleshooting &amp; Administration of entire computer network and System of the organization.</li> <li>Mentoring the Engineers, handling client escalations, conducting training session for the Engineers as well as the New Hires.</li> <li>Worked on <u>OPTI – NT</u> software, (A combination of Auto-CAD and Oracle DB) To digitalize all the wiring of AT &amp; T with the help of OPTI NT Software at the premises of <b>Tech Mahindra Limited</b> from Aug'07 to Dec'07 (<b>5 months</b>).</li> </ul> <p><b>Reason for Leaving: Company sold in March'09, Joined Sales &amp; Marketing because of IT Recessions</b></p>			

**ACADEMIC PROFILE:**

Degree	Specialization	Institute /College /University
MBA	Marketing & Communications (Full-time, 2012-14)	K J Somaiya Institute of Management Studies & Research, ( <b>SIMSR</b> ), Mumbai (established in 1981, ranked among top 20 B-Schools in India)
BCA + MCA	Computer Application & Networking	Periyar University, Salem. (State Government University of Tamil Nadu, India with <b>68<sup>th</sup> rank among Indian Universities</b> by MHRD NIRF), Accredited with <b>Grade A</b> by NAAC with <b>CGPA 3.15</b>

**EXTRA ACTIVITIES / TECHNICAL SKILLS / PERSONAL PROFILE**

- Won first prizes in district level athletics and Participated in many sports activities held in college.
- Excellent Typing speed of **70+ Words per Minute** with **100% Accuracy** (without seeing keyboard).
- Done **1 Year** certification course '**Masters in Network Administration**' from **Jetking** Infotrain Ltd., R.O. Kolkata from **2004-2005**
- Proficient in General Trouble-Shooting, Networking, Operating system, HTML, Linux, CCNA, Auto CAD, Oracle, JAVA, DOT NET, PL/SQL, Testing & C, C++ Programming with Excellent computer skills on MS Office WORD, EXCEL, POWERPOINT & SPSS

**Brief Profile** : I believe to be a perfect Human Being for real happiness in life.**Strength** : Sincere, Self-disciplined, good-tempered, Passionate, good Observer with patience, fertile imagination & spiritual**Hobbies & Interest** : Long Drive, Listening to Music, Movies, Cricket, Carom, Surfing Net, and Athletics & to solve puzzles.**Passport Details** : **Passport No.:** J1028866, **Valid Till:** 30 November 2020, **Issued From:** Kolkata, India**Date & Place of Birth** : **Dated:** 12-October-1985. **Place:** Kolkata, West Bengal, India.**Extra Achievement** : UAE Driving License No. 2284747 Valid Till 02-01-2026**Languages Known** : English, Hindi, Bengali and Basic Arabic.**Permanent Address** : Block: M-1, Flat No. 5, Karim Bux Row LIG Housing Estate, Kolkata – 700 002, West Bengal, India**Present Location** : Mumbai, Maharashtra, India**Quick Contact** : ☎ +91 – 8286 970 213 (Call & WhatsApp), ✉ jha.rahul.k@gmail.com (E-mail)**Skype Id** : rahul-kumar-jha**PGDM – Marketing Communications** (2 years Full Time, 2012-14 batch)K.J. Somaiya Institute of Management Studies & Research (**SIMSR**) Mumbai (Top 20 B-School in India)