

PAWAN SINGH RAJPUT

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OBJECTIVE:

I would prefer an organization, which gives me an opportunity to learn new things. I would like to grow along with my organization

Snapshot

- A dynamic professional with 4 **years Month of experience** in Sales & Marketing, Business Development, Client Relationship Management, Channel Management and Team Management.
- Worked with **Fino Payment Bank Ltd.** as Assistant Manager from 1st Oct 2020 to till date.
- Exposure in exploring and developing new markets, appointing channel partners, new product launch & achieving desired sales goals.
- Abilities in providing solutions to customer needs with an aim to improve level of customer contentment and satisfaction.
- Strong organizer, motivator, team player and with a successful track record.

Areas of Exposure

Sales & Marketing:

- Ensuring the successful accomplishment of set business targets.
- Meeting the ever-increasing competition from organised and unorganised structures.
- Developing & implementing marketing plans with focus on advertisements & other promotional activities.

Business Development:

- Analysing the business potential.
- Conceptualizing and executing strategies to drive business, augmenting turnover and achieving the desired targets.
- Evaluating and pursuing business opportunities as per targeted plans & achieving market share.

Channel/Distribution Management:

- Identifying the network with financially strong and reliable channel partners.
- Resulting in deeper market penetration and improved market share.
- Planning and implementing the dealer schemes to achieve the business objectives.

Team Management:

- Providing direction, motivation & training to the field sales team.
- Ensuring optimum performance for all operational & sales related issues.
- Creating and sustaining a dynamic environment that fosters the development opportunities and motivates the high performance amongst the team members.

Product Management/ Development:

- Identifying market opportunities, developing business cases and delivering a successful product.
- Conducting Market Survey & Opportunity Mapping.
- Coordinating with Product Development Team, Test Marketing and Product launch.

Organisational Scan

Fino Payments Bank
As Assistant Manager, Udaipur

1st Oct. 2020 to till date

Reliance Jio Infocomm Ltd.
As Sales Executive Udaipur

18th Nov, 2019 to 30th Sept 2020

Bharti Airtel Ltd.
As Sales Executive, Rajsamand

May 2018 to Oct. 2019

Vodafone Ltd.
As a Sr. Executive, Rajsamand

April 2017 to 2nd March 2018

Key Deliverables

- Maintaining cordial relations with the key clients with a view to maximize business.
- Conducting a study about the competitors, strategies and reporting the same to the seniors.
- Ensuring proper implementation of the sales promotion activities.

Academic Credentials

- B.A. from MLSU, Udaipur
- Sr. Secondary from RBSE, Ajmer
- Secondary from RBSE, Ajmer

IT Skills

- Proficient in MS Office and Internet Applications, C++

Personal Dossier

Date of Birth : 28th Nov, 1998
Languages : Hindi and English.
Address : Shiv Niwas, Shastri Nagar, Behind Ice Factory, Rajsamand

DECLARATION:

I do hereby declare that all the information given above are true to the best of my knowledge and belief.

Date:

Place:

(Signature)