**Resume**

**PARIN C PATEL**

12A, Utsav Bunglows,

B/H Utsav City Flats Nr. Swami Narayan Mandir Rd Vastral,

Ahmedabad-382418.

Contact No:- 7990027704 [parinpatel9149@gmail.com](mailto:parinpatel9149@gmail.com)

**OBJECTIVE :**

To be employed in a challenging position with an established and growth-oriented company. Intend to work in an exhaustive and professional environment in line with the company’s goals & all around development of objectives with the best utilization of skills.

**Key Responsibilities:**

* Achievement of sales target
* Establishing healthy relationship with clients to maintain healthy business relations with key accounts.
* Ensure hiring, training, daily engagement & handholding of Enterprise Distributors in designated area
* Mapping of organizations in designated area for information on decision makers, employee base & telecom spends

**EDUCATION QUALIFICATION**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Course** | **School/College** | **University/Board** | **Year of Passing** | **Marks** |
| S S C | Gita school | Gujarat Secondary & Higher Secondary Education Board | 1997 | 62.57% |
| H S C | Jai Somnath high school | Gujarat Secondary & Higher Secondary Education Board | 1999 | 47.50% |
| S.Y. Bcom | Vivekanand Collage | Gujarat University | 2002 | 53.30% |

**WORK EXPERIENCE:**

**Udaan - B2B Buying for Retailers**

**Team Leader (March 2011 to Sep 2016)**

**Key Responsibilities:**

* udaan is a network-centric B2B trade platform, designed specifically for small & medium businesses in India.
* Recruitment and training of executive to increase the productivity
* DISCOVER customers, suppliers & products across numerous categories.
* BUY & SELL on your terms – with secure payments & smooth logistics.
* Consolidates Market Information like Competition, Market Environment, Observed Prices, Products, Services, etc. and ensuring Regular Internal Circulation.

**Reliance Jio Infocom. (Keshav Communication)**

**TL (Team leader)** (Feb 2017 to March 2020)

Driving Customer Market Share by prepaid activations to increase Share of

• Gross Adds through retailers Driving Revenue Market Share by ensuring the recharge availability by

• increasing the retail width and also pushing all the products of RJIL such as RJIL Money, 4G, etc. Strengthening Distribution by increasing the LAPU Selling Outlets, SIM Selling

• Outlets, Data Selling Outlets to the maximum possible extent in the assigned territory Driving the basic distribution parameters such as Channel Partner

• Management, Foot Plans, Promoter productivity and Channel Satisfaction Driving TOMA scores by ensuring maximum branding and visibility in assigned

• territory and capturing the retailers base to the maximum possible extent

**Computer Skills**

* Microsoft Office. (MS Power Point, MS word, MS Access, MS Excel)
* Knowledge of Internet Explorer

**Languages Known :-**English, Hindi and Gujarati

**Hobbies:-** Watching Cricket, Travelling, Music

Reference will be furnished upon request.

**Place : Ahmedabad**