

CURRICULUM VITAE

RITESH GAUTAM

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PROFILE:

Dynamic and results-driven Engineering graduate with an MBA in Marketing and IT, backed by over 8 years of extensive experience in spearheading Business Development, Franchise Operations, New Store Set-up, and Marketing initiatives. Recognized for a goal-oriented approach, complemented by robust leadership capabilities. A meticulously organized and highly motivated professional with a keen eye for detail, adept at solving complex challenges. Eager to embrace a broader role that offers challenging opportunities to apply my well-honed skills and expertise.

PROFESSIONAL QUALIFICATIONS:

Degree/Courses	University/Board	School/College	Year From - To	Percentage/ CGPA
MBA Specialization: MARKETING/IT	LPU Jalandhar (PB)	Lovely School of Business	2011-2013	7.70 CGPA

EDUCATIONAL QUALIFICATIONS:

Degree/Courses	University/Board	School/College	Year From - To	Percentage/ CGPA
B.Tech- MBA(Dual Degree)	LPU Jalandhar (PB)	Lovely School of Business	2008 - 2013	7.70 CGPA
12 th	H P Board Dharamshala	Govt. Sen. Sec. School Hatwar	2008	66%
10 th	H P Board Dharamshala	Him Public Sen. Sec. School Dehra	2006	83%

PROFESSIONAL EXPERIENCE:

Organization: **Reliance Retail Ltd**

Duration: July 2022 to till date

Designation: Assistant Manager (Real Estate, Site Identification & NSO)

Location: Indore (MP & CG)

About Reliance Retail Ltd:

Reliance Retail is an Indian retail company and subsidiary of Reliance Industries Limited. Founded in 2006, it is the largest retailer in India in terms of revenue. Its retail outlets offer foods, groceries, apparel, footwear, toys, home improvement products, electronic goods, medicines and farm implements and inputs.

Job Profile:

- Identification, Evaluation and acquisition of properties for business.
- Various types of market research to be undertaken to understand property markets.
- Creating business case for the proposed properties.
- With the help of other function, acquire short listed properties.
- Creating a valid database of properties.
- Creating pipeline for relevant properties for business.
- Market Zoning/Project coordination/Design Development & fit out management.
- Internally coordinate with project team and landlords during the construction phase to ensure a smooth transition.
- Liaise with legal, finance, operations and city business team for achievement of set targets.
- Coordinate with the legal & liasoning team from time to time to ensure the required NOCs and approvals are valid and available at the locations.

Organization: **Fast Learners Pvt. Ltd**

Duration: August 2018 to till June 2022

Designation: Self-Employment (Franchise Development & Operations)

Location: Mumbai

About Fast Learners:

Fast Learners Private Limited is a Mumbai based company that aims to impart learning in a broad and innovative scheme. Fast Learners is a carefully designed program for pre-primary and primary school going children that specializes in creating awareness, enhancing logical ability, communication, critical thinking and mathematical skills.

Job Profile:

- Handling Franchisee operations of PAN India Business Partners.
- Franchisee acquisition by identifying potential prospects and presenting current product/service offers.
- Property hunting, area mapping for new Franchisee Partners.
- Responsible for setup, training and creating marketing plans for Franchisee Partners.
- Setting up new centre, budgeting and negotiating.
- Tie up with schools and conducting parent orientation program.
- Effective planning to conduct sales presentations by meeting prospects/schools.
- Creating good rapport with Business Partners and encouraging them, giving ideas to increase number of enrollments and building parent database.
- Liaising between the Company and the customers for up-to-date pricing, service, and latest product release launches.
- Using marketing data to maximize sales effectiveness and efficiency by using relevant sales management tools.
- Visiting the market to understand competitor advantages and disadvantages.
- Visiting the prospect/schools and giving presentations and converting them to Franchisee/Business Partners.
- Supporting registrations for Franchisees/ Business Partners.
- Ensuring Franchisee/Business Partner gets the requisite Student Kit and other training materials on time.

Organization: **EuroKids International Pvt. Ltd**

Duration: July 2017 to July 2018

Designation: Sales Manager

Location: Chandigarh

About EuroKids:

EuroKids International is a company in the education space in India which has its presence in education in pre schooling, the K-12 sector, and online learning. It has over 18 years of expertise, with 1,000+ centers spread across over 350 cities and towns and has nurtured over 3,00,000 students.

Job Profile:

- Meet the assigned target for Franchisee Acquisition in the Territory.
- Conduct various activities and make presentations to attract qualified leads and generate data base.
- Complete all documentation and agreement for Franchisee allocation.
- Property hunting, area mapping for new Franchisee Partner.
- Collect all Payments for Franchisee Fee and First Time Inventory.
- Manage the project (set-up) phase of the pre-school and ensure timely launch.
- Ensure all initial compliance by the new Franchisee in respect of Ambiance set-up, Marketing, Training and Operating Procedures.
- Ensuring Franchisees gets the requisite Welcome Kit/documents and equipment's upon their enrollment.
- Supporting the operations team in achieving the set revenue target by collaborating with Franchisee partners.
- Imparting training to the Franchisees to get completely familiar with SOPs.

Organization: **SmartQ Education Solutions Pvt. Ltd**

Duration: November 2013 to July 2017

Designation: Senior Officer – Sales

Location: Mumbai

About SmartQ:

SmartQ is life-skills based education program for age group of 5 to 12 years. It is a pure Franchise-led model. Leading Private Equity fund, Indus Balaji is a sponsor investor in SmartQ.

Job Profile:

- Running the sales & marketing operations, accountable for increasing sales growth in order to achieve business goals.
- Managing overall business operations of Franchisees/Channel partners.
- Locating prospective clients, thereby achieving business targets.
- Conducting competitor analysis, research base study & competency mapping for keeping abreast of market trends and competitor moves to achieve market share metrics.
- Visiting the prospect and giving presentations and converting them to Franchisees/ Channel Partners.
- Acquiring Master Franchisees/ Channel Partners for the allocated region.
- Tie – up schools so that they can also get benefit of the program leading to more revenue for the company.
- Provide training to Franchisee/Channel Partners.

- Follow and implement all the SOPs at each franchisee location for smooth flow of operations.

SKILLS SET:

Managerial skills : Ability to work in team, to plan and coordinate

Strengths : A stalwart professional with an unwavering positive attitude, dedicated to delivering excellence in work. A perpetual learner, always ready to embrace and master new challenges.

Operating systems : Proficient in navigating and utilizing various Windows operating systems, including Vista, 7, 8 and 10.

Packages : MS Office, Excel & Power point

PERSONAL INFORMATION:

Father's Name: Mr. Jeet Ram Gautam

Date of Birth: March 4, 1991

Marital Status: Married

Hobbies: Solving puzzles, net surfing, playing cricket

Languages Known: Hindi, English & Punjabi

Place: Indore

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