

Varun.R

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Education

- Periyar University, Bachelor, BSC Physics, Oct 2011 - 60%
- BEL Pre university college, PUC (PCME), June 2002 – 42%
- Nadgir *institute*, Associate, Diploma in Computer Applications, July 2006, Diploma in Computer Applications - 55%
- St. Mary's High school, 10th, May 2000 – 70%

Skills

- Computer Skills - Courses in C, C++, UNIX, Linux,
- Java, J2ee and other computer applications from SSI Institute.
- Business Planning, Channel Management, Sales & Marketing, Team Management, Consulting, Entrepreneurship.

Hobbies and Interests

- Read books, watch football, cricket, learning coding, excel and browsing about new technology through the internet.

Career Objective

- Seeking Managerial assignments in Sales & Marketing, Business Development, Key Account Management, Operations with an organization of high repute.

Career Summary

- A result oriented professional with 18+ years of comprehensive experience in business development, Distribution Management and People Management.
- Orchestrated dynamic communication strategies across cross-functional teams, resulting in a 40% increase in project completion rate and a 25% reduction in miscommunication errors.
- Highly successful in building relationships with upper-level decision makers and business partners efficient in devising effective strategy with a view to achieve top line and bottom-line profitability of the organization Specialized in developing the distribution network and deploying team to improve the sales, customer service levels and activation of customer schemes to maximize the benefits.
- Directed team collaboration efforts to enhance operational efficiency and fostered a culture of effective communication, boosting team productivity by 30% and reducing lead time by 40%.

Experience

Self Employed (Consulting Services) July 2016 – Till Date

- Education Consultant who designs and deliver customized training programs to address specific needs in areas like sales support, legal compliance, and more. Provide support to organizations to improve their sales effectiveness.
- Create and host engaging quizzes to promote a competitive learning environment. Equip students with the skills to become confident, logical thinkers with strong analytical abilities, problem-solving skills, and efficient communication techniques.
- Completed a Project in Luanda, Angola, Africa from April 2018 to May 2019 where developed the Distribution Channel, General Trade Retail Sales Channel and teams to manage the Sales Channel for a year and increased revenue from 10 million Kwanzaa from 1 million Kwanzaa for a Tissue manufacturing Company.

- Provided training and development support to CORD (Chinmaya Organisation for Rural Development), an NGO based in Dharmashala, Himachal Pradesh for 6 months as a Volunteer Fellow to devise their reporting, interacting with stakeholders, investors and foreign delegates, government officials, conducting online meetings, Co-ordinating with management team and supporting NGO initiatives.

Amazon Transportation Services Pvt Ltd

April 2015– July 2016, Operations Manager, Reporting Authority – National Operations Head

- Supervised the entire Store Operations for Karnataka with 11 Service Hubs and reported by 1 Team Lead, 3 Supervisors, 11 Store Pickup Delivery Advisors, 80 Store Pickup Delivery Agents & Servicing 750 outlets. Looking into the delivery performance of the Delivery agents on a daily basis and updating the same to management on improving the Delivery performances.
- Secured partnerships with new outlets for efficient pickup and delivery of Amazon customer shipments, ensuring adherence to KYC compliance regulations. A comprehensive performance evaluation framework to these new partners for continuous improvement was formed.

Varyant Operations Technology Pvt Ltd (RBL Bank)

June 2012 – March 2015 Branch Manager Doddaballapur Reporting Authority - AVP

- Oversaw the Branch Operations, Accounts, Administration, HR Policies & Team Management with 2 Team Leaders & 20 Survey Executives.
- Spearheaded the Implementation of Customer Surveys for RBL Bank Across Doddaballapur Taluk.
- Interacted with the Survey Executives to get the data collected from each house and update it to the Management Daily which they used to send it to RBL Bank and at the end of the survey conducted Field-Level Data Collection for RBL Bank's New Savings Account Launch.

Himalaya Drug Company, India, Bangalore, Karnataka

April 2010 - May 2012, Key Accounts Executive, Reporting Authority - Area Manager

- Himalaya Drug Company is a 100-year-old company with more than 5000 employees with extensive experience in Pan-India and International Distribution of a diverse portfolio of pharmaceutical products, consumer goods, over-the-counter medications, and oral care products containing herbal ingredients across India and international markets.
- Led Modern Trade Operations for Consumer Products in Bangalore.
- Secured Consistent Sales Growth for Himalaya Personal Care Products in Key Retail Channels.

Eden red India Pvt Ltd (Accor Services), India, Bangalore, Karnataka

January 2008 - April 2010, Area Manager, Reporting Authority -Branch Head & National Manager

- Eden red India Prior known as Accor Services is into Hospitality, Catering & Employee rewards recognition & Loyalty programme is into existence in India from past 18 years and has a PAN India and International presence with an employee base of more than 1000 and one of the two Gift Vouchers & Meal Vouchers Company in India.
- Joined as Affiliation executive in Jan 2008 and got promoted to Area Manager in 2009. Managed the Retail Affiliation operations for Karnataka including a team of 15 Affiliation executives and 4 Client support executives and Monthly affiliate expansion of 150.
- Products handled like Ticket Restaurant vouchers and Ticket Compliment Gift Vouchers Monthly training to be given to the Clients regarding new branding updates, new products & New Security features in a voucher (to avoid duplication).

Amazon Distributors, India, Bangalore, Karnataka,

June 2005 - Dec 2007, Sales Officer, Reporting Authority - Area Manager

- Amazon Distributors is a comprehensive products distribution organization for Procter & Gamble in Karnataka.
- Began career in sales as a Sales Representative in 2005, demonstrating strong performance and earning a promotion to Sales Officer within a year.
- Led General Trade Sales in Bangalore for a range of well-known consumer products, including Head & Shoulders shampoos, Gillette razor blades, Tide dish washing powder, Pantene, and Oral B, within the trade channel.
- Directed retail margin decisions for the General Trade segment in Bangalore, handling a team of 5 Sales Representatives and generating a monthly sales revenue of 60 Lakhs, developed strategic route and beat plans to optimize sales staff efficiency and performance.

Career Achievements

- Best Territory - Himalaya Drug Company - Got rewarded as the best territory for achieving the highest primary and secondary sales of 8 Crs for the fourth quarter i.e. Jan, Feb & March 2012.
- Event Himalaya Drug Company - Appreciation for Second highest Sale i.e. 6 Lakhs in 3 days from a single counter in an Exhibition event held in Bangalore in the month of July 2011.
- Total Mall Activity Himalaya Drug Company - Recognition for an event conducted in all Total Malls for three months between Aug 2011- Oct 2011 for generation of 15 Lakhs Sales revenue for the company against a monthly Sale of 5 Lakhs.
- Achievement of Retail Affiliation base Eden red India pvt ltd - Award for adding 200 new retail affiliates of recognized brands like Lee, Wrangler, Arrow, Flying Machine & Mega mart which was the highest affiliates signed in one month June 2009