

CURRICULAM VITAE



RUPESH KUMAR ROUT

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CAREER OBJECTIVE

To achieve a position which gives me an opportunity to get experience while contributing creatively towards the advancement of the organization

Professional Synopsis

An astute professional with over Total years of experience **18Years and 11Months** of accomplishment career track of delivering sustaining Revenue & profit in Telecommunication Industries. Presently associate with **RELIANCE COMMUNICATION.LTD as Sr. Territory Sales Manager and HR Recruiting Manager.** A proactive leader and planner with expertise in straits planning , Market plan execution , account Management and pre-sales efforts with skills in staffing and targeted Marketing. Streamlining workflow and creating a team work environment to enhance profitability innovatively for reputed business house. An effective communicator with exceptional relationship management skills with ability to relate to people at an level of business and management.

COMPANY DETAILS

(1)RELIANCE COMMUNICATION.LTD Since Dec 2008 to Still now as Sr. Territory Sales Manager (PRE-PAID) Mobile Connection sales

Objective:

To be a part of the organization where I can take of challenges and execute them with the best of my knowledge, talent and ability for the growth of that organization and myself. To lead a team and strongly believes in teamwork and seeks to archive success in every steps using & analysing Technical knowledge (MIS) and experience, in a company having good reputation & ample advancement potential.

Key Role: Manpower Handel: 40 no (16 DSA, 8 MIS, 8 Back office staff, 8 Distributor).

Responsibility: Target Management, Manpower Management, Zero day activation status, Activation Management, Retail Visit, Review of Target daily wise, Review MIS Data, Market Visibility, Market communication, Indent Management, Primary-Secondary-Tertiary Management, competitor Analysis, Review of Performance(parameters) of DSA , Stocks Management, Target Achievement, Gross Addition(New Activation) ,Revenue Planning, MNP Planning(Generation), Staff Appointment etc.

Liaison Service Duties and Responsibilities:

- Maintain thorough knowledge of the business, as well as an understanding of how that impacts the other entities of contact
 - Monitor, coordinate, and communicate strategic objectives of the business
 - Collaborate and communicate successfully with other entities outside of the business
- .Work with other staff members to develop a greater understanding of the business and any issues that arise

- Develop and foster relationships with the community, stakeholders, and other entities
- Collect, analyze, and utilize data and feedback to identify opportunities to improve the relationship between the business and the other entity
- Compile reports about particular incidents, events, or updates about important issue for the business
- Proactively solve conflicts and address issues that could occur between the business and the other entity
- Promptly respond to incidents and other events as necessary
- Act as a positive representation of the business to the community

(2)RELIANCE COMMUNICATION HR Service.LTD(14th APRIL 2008 to NOV 2008)

WORK ROLE: FIELD SALES ASSOCIATE (F.S.A)

Job description:-

1. Selling of Postpaid/Prepaid services to corporate as well as to Individuals.
2. Selling of Fixed wireless phone,Postpaid services,Prepaid services, USB/ Data cards to potential customers.
3. To increase acquisition of revenue, good quality, postpaid customers
4. To identify Markets, potential target segment and their buying b
5. Track and assess the competitors' activities in the market.

(3)WORK EXPERIENCE-

- Worked as a **Sales Team Leader with AIRTEL MOBILE COMPANY** from AUG 2002 to MARCH 2008. **(5years 8 Months)**

ACADEMIC QUALIFICATION

- PGDM with specialization in HR and Marketing under Utkal University,Odisha
- **Computer Operator & Programming Assistant** from Govt of AP and Govt of India(NCVT) in 2002.
- **Bachelor of Arts** from Sambalpur University in 2001.
- **Intermediate in Arts(+2 Arts)** from CHSE, Orissa 1998.
- . 10th passed from BSE, Orissa 1996

COMPUTER PROFICIENCY

- Operating System : Windows 98/00/XP, LINUX (SUSE)
- Software packages : MS-OFFICE, POWER POINT, EXCEL

LANGUAGE KNOWN

English, Hindi, Oriya

PERSONAL DETAILS:

Father's Name : Sri. Rameswar Rout
 Date of Birth : 07/05/1979
 Sex : Male
 Nationality : Indian

Corresponding Address

: Mr. RUPESH KUMAR ROUT
C/O:- Dr.Uttam Charan Sahu
AT: Ballibhagat Road, Beparisahi,Buxibazar
Post: Buxibazar,Cuttack,Pin no:753001
Dist:Cuttack,State: Odisha
Mobile No: 7978275968/9938111149

HOBBIES:

Playing Badminton, Net Surfing, Traveling and Reading Short-Stories.

DECLARATION

I do hereby declare that the information furnished above is true to the best of my knowledge and belief.

Place :Bhubaneswar

Rupesh Kumar Rout