

GAUTAM ACHARYA

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Summary: -

Management professional with more than 11 years of sales experience in multiple domains like Telecom, Insurance, IT and Digital Marketing and FMCG and Publication.

Professional Expertise: -

- Achieve all target assigned in my region within timeline.
- Enhancing Customer Value through better feedback mechanism
- Managing Channel Management & appraising Channel Performance of Distributor and Retailer to achieve best possible Customer reach.
- Proactively demonstrated various innovative ideas for scope of growth.
- Successfully implemented all promotional campaign for enhancing revenues.
- Quality of product experience with the End user is maintained through compliance of standard procedure and guidelines
- Prepared MIS report for generated revenue and business for the company.
- Managed the idea store and generated revenue and business.
- Managed and Coordinate publication business in national level.

Education: -

PGDBM – Postgraduate Diploma in Business Management, Indira School of Management Studies, Pune, India, 2005 – 2007

B.Com – Bachelors in Commerce in Accounts and Business Practices, University of Patna, India,

Garuda Prakashan pvt. ltd. (Present)

Designation: Business Development Manager

Responsibilities:-

- Handling the entire sales and operation of pan India.
- Tie-up with library networks in pan India.
- Developing growth strategies and plans.
- Managing and retaining relationship with existing clients.
- Writing business proposals and giving presentations to the clients.
- Identifying and mapping business strengths and researching business opportunities and viable income streams.
- Drafting and reviewing contracts of clients.
- Daily reporting on areas needing improvements and successes.

MIRIC BIOTECH LTD. (August 2018 – September 2018)

Designation: Zonal Business Manager

Responsibilities:-

- Handle the team of 15 Asm and Rsm and responsible for all possible activities for getting discharge of performance of Asm and Rsm.
- Motivate Asm and Rsm.
- Brief about project stating that how to implement project in the market.
- Ensuring that every team member is submitting their daily working reports on daily basis without fail and verifying every reports submitted by our team members.

Anonymous online solution pvt ltd. New Delhi (May 2017- Aug 2018)

Experience: 1 year 3 months

Designation: Senior Manager

Responsibilities: -

- Responsible to create business and generate revenue from the various clients through digital marketing, space selling in website **Climate Samurai** and product selling.
- Responsible to handle the team and motivate them to bring business from the market.
- Responsible to collated Mis report and daily visit report and also making profit and loss management.
- Responsible to direct the team's focus, set goals, look at data, motivate and help to create training opportunities.
- Responsible to meet clients along with team members to generate business from them.

Idea Cellular Ltd, Gujarat (Sep 2009 – May 2017)

Experience: 8 years.

Designation: Manager

Responsibilities: -

- Managed all operations involved in the sale of pre-paid, data card and prepaid.
- Responsible to generate business from the Distributors, Direct Sales Executive (DSE) and from the Retail Outlets.
- Instrumental in launching 3G network in Gujarat.
- Collected MIS Report, Daily sales report to enhance business opportunities.
- Creating Client (Retail) & Industry Interface by managing relationship.
- People management, understanding distributors, DSE's issues and provide them guidance for the growth.
- Successfully handled Pre-Paid sales Retail, Channel management and Distribution.
- Managed entire team in Retail outlet and responsible for motivating them to achieve them target.
- Initiated cold calling, Trained Staff and established a quota for 25 calls per day.
- Exceeded plan consistency achieved 125%.

Reliance Securities, Pune (Jan 2009 – Sep 2009)

Experience: 8 months

Designation: Associate Center Manager

Responsibilities: -

- Handling team and generate business from them.
- Collecting MIS report to analyse and enhance business opportunity.
- Looking after the product of Tata AIG simultaneously with Reliance Life
- People management, Retention of the team members, facing employee related challenges & solving out the problems
- Responsible for generating business from the open market through the team and by own sources.

ICICI Prudential Life Insurance Company, Pune (May 2007 – Jan 2009)

Experience: 1 year and 6 months

Designation: Associate Financial Services Manager

Responsibilities: -

- Handling team of 15 members and generate business from them.
- Selling of product of Home Assure Plus exclusively for ICICI Home loan customers and retail product in open market.
- Scrutinizing critical client forms, guiding requirement of policy issuance.
- Training employees about various products.
- Looking after Channel management.

Emergent Medi Tech Ltd, Mumbai (Jan 2007 – May 2007)

Experience: 4 months

Designation: Marketing Executive.

Responsibilities: -

- Looking after selling of product K-Seven & K-Eleven (an automated software created by NIIT Ltd. & Marketed by Emergent)
- Generating business from schools & institutions
- Training the Faculty & teachers of the school regarding the Software & the Product.
- Give daily reports of the sales and creating database of the clients.

Awards & Achievements: -

- Four times certified **excellence award** in circle level and three **excellence awards** in zonal level (IDEA)
- Two times awarded for the Maximum Health Product Selling in Pan India. (ICICI PRUDENTIAL)
- Two times awarded as a **Best Employee of the year. (ICICI PRUDENTIAL)**

IT & Certifications: -

- MS Office, ERP, MIS and CRM.
- Completed certified course of CIC from IGNOU in 2001.
- Completed certified course of NCFM Module 1 from National Stock Exchange's

Specialities: -

- Regularly appreciated and recognized by clients for contribution
- Have initiative and perseverance to complete a task with quality as top priority
- Good interpersonal skills with enhanced skill set and professional etiquette
- Displayed good initiative and coordination with clients and colleagues for swift resolution of issues
- Highly motivated, Goal oriented Team player with excellent leadership qualities, good presentation, analytical & Intra-Personal Communication skills.

Personal details: -

- Date of Birth: 12.11.1981
- Languages: English, Hindi, Bengali.
- Marital Status: Married