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**DISHANT PURI**



+91.9711789025

**ABOUT ME**

**WORK EXPERIENCE**  
8+ Years

* Experienced Manager with a demonstrated history of working in the investment management industry. Skilled in Microsoft Excel, Customer Service, Microsoft Word, Strategic Planning, and Business Development. Strong professional with a Bachelor's degree focused in Electrical, Electronics and Communications.
* Adaptable to all situations & Environment.

**AGE**  
31



**Education**

**Masters, Executive PGDM**

**(Sales & Marketing)** Post Graduation  
All India Management Association Division 1  
New Delhi, India

**Bachelors, B-Tech** Graduation  
UPTU Division 1  
Noida, U.P

**10+2**   
CBSE Board Division 1  
New Delhi, Delhi



**Additional Skills**

* Awarded as best Sales & Marketing Manager 2018.
* Former Radio Jockey 94.3 My FM. (https://www.youtube.com/watch?v=zsOY6VU88OE)



**Career Highlights**

* Experience of both Government & Private sector.
* Ensures team compliance with internal processes and requirements.
* Ability to manage multiple large projects; set priorities and timelines; address risks; develop contingency plans.
* Ability to multitask and work independently with minimal supervision.
* Excellent written/oral communication skills and able to document processes and logs as needed.
* Experience in developing and executing a well-defined approach to implementing change in a Global environment.



Career Contour

* July,2019 - Current

**Zonal Sales Manager (Delhi)**

* **SBI Payments -** SBI Payments is a joint venture between SBI & Hitachi, 76% of the holding is of SBI and 24% of Hitachi which combines the unparalleled distribution network, customer trust of SBI with cutting edge technology and services of the Hitachi group.

***Selected Accomplishments:***

* Establish continuous relationships with the merchants to gain maximum value.
* To liase with SBI Branch Managers and other teams of SBI to generate leads for merchant sourcing.
* Regularly track and report performance of the Zone in terms of targeted sales and business volume.
* To Train and monitor sales and relationship teams and percolating down the knowledge, expertise and corporate goals.
* Addressing to Merchant problems including maintenance of terminals, merchant training including with the support from Technology service providers.
* To execute various campaigns for increasing usage of Terminals through team of associates.
* Drive and achieve sales target for the region.
* August 2017 – July,2019  
  **Head Sales & Operations**
* **DELSK** – An IPO Listed Multimillion-dollar Authoritative Global and Comprehensive Investment Service Provider in the world with its Headquarter in **China, Beijing.** Its core business revolves around global asset allocation. It’s a One-Stop Comprehensive Service for Global Real Estate Investment, Commercial Investment within India & Abroad

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***Selected Accomplishments:***

* Develop and own the growth strategy for North India Market for HNI Clients.
* Drive and achieve sales target for the region.
* Managing a team of 16 people including- Sales Specialists, Assistant BDM’s & BDM’s.
* Creating marketing materials such as white papers, case studies, and presentations.
* Be the voice of the customer internally at Delsk – sharing process improvements and asks back into the internal ecosystem
* Run a lead generation process on identified customers through email, LinkedIn and cold calls to create interest and generate leads and set up appointments.
* Contribute to the ongoing initiatives to continuously improve our approach to efficiently and effectively secure our customer's success
* Take ownership of new accounts and manage their on boarding
* Lead online webinars, consultations, and one-on-one demos to educate customers on the features of our product
* Helping identify marketing trends and key opportunities for innovation
* Build strong relationships with our clients to understand their needs and ensure their success with Delsk.
* Working closely and effectively with the Managing Partner to keep them well informed of upcoming commitments and responsibilities, following up appropriately.
* Providing a bridge for smooth communication between the Managing Partner's office and Delsk.
* Tracking and reporting on business development work
* Prepare sales/revenue forecast and implement strategies to achieve sales, profit, and market-share objectives of the company and deliver on annual and quarterly sales/profit plans.
* Scale-up business through penetration in current and new market segments with a view to optimize revenue
* Perform a broad range of quantitative and qualitative analyses in order to sell in new partnership opportunities, as well as build on existing partnerships
* Involved in Pre-Bids, Follow ups, Competition Analysis
* Updating social media accounts.
* Train BD executives into becoming valuable sales force
* Develop proposals that speak to the client’s needs, concerns, and objectives.
* Prepare customized proposal presentations to provide the strategy and solutions for the client
* September,2015 to March, 2017  
  **Manager Administration**
* **PLR CHAMBERS, NEW DELHI** –PLR is a boutique policy and regulatory law firm in India, representing Indian and international clients like Google, Intel, Accenture, Thomson Reuters, Amway.

***Selected Accomplishments:***

* Vendor’s management & Marketing Coordination.
* Looking after Media & Advertising Coverage in FM’s and Printing Media
* Ensure that the SLA meets the Client requirements
* Manage project billing in coordination with Finance and MIS
* Coordination between Staff & Management
* Preparing Minutes of the Meeting and Monthly Calendars
* Managing Proper follow ups with the clients
* Negotiations in terms of Agreements & Billings.
* Develop a clear understanding and definition of operational requirements, enabling easy liaison with senior stakeholders in terms of projects and related activities
* Develop, maintain and promote effective relationships and engagement with key stakeholders
* Foreign Remittances/Transactions
* Meets with customers to determine needs, solicit feedback on service levels and implement solutions to address issues
* All other duties as assigned from time to time.
* November 2011 - July 2015  
  **Consultant**
* **Ministry of Corporate Affairs (Indian Institute of Corporate Affairs)** – This Ministry is primarily concerned with administration of the Companies Act 2013, the Companies Act 1956, the Limited Liability Partnership Act, 2008 & other allied Acts and rules & regulations framed there-under mainly for regulating the functioning of the corporate sector in accordance with law.

***Selected Accomplishments:***

* Coordinating with different institutes for Revenue generation by communicating with the organization’s stakeholders and broader community
* Ensuring effective information flows within the board (or governing body) and with and between board committees, and between non-executive directors and management.
* Arrangements of Seminars/ Conferences/ within or outside the premises.
* Protocol and liasioning with the various government departments.
* Assisting the HoD’s in preparing monthly calendars and organizes follow-ups.
* Handling the Media Part of the organization whenever needed



**Computer Proficiency**

* *Operating Systems*: Windows 8 - Excellent Proficiency
* Basics of SQL, Testing



**Languages**

* Hindi
* English
* Punjabi



**Personal Interests**

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| --- | --- |
| * Radio Jockeying/ Anchoring | * Playing Badminton |
| * Flying Kites | * Watching TV Shows |
| * Driving |  |



**Personal Details**

Father’s Name: Mr. R.K Puri Marital Status: Single  
Birthday: December 17, 1988 Nationality: Indian  
Gender: Male

**Declaration**

I, Dishant Puri, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

  
**Dishant Puri**   
Delhi, India