**RESUME**

**SHUBHAM RATHOURE**

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**EDUCATIONAL QUALIFICATIONS**

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* Completed Secondary School Certificate Examination (10 ) from D.A.V. Public School New Shimla (C.B.S.E) Shimla , Himachal Pradesh , India

Year: 2010

CGPA Acquired: 8.4

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* Completed Higher Secondary Certificate Examination (12 ) from D.A.V. Public School New

Shimla (C.B.S.E) Shimla , Himachal Pradesh , India

Year: 2012

Percentage Acquired: 65%

* Graduate in Bachelors in computer administration from Amity University , Noida

Year: 2016

CGPA Acquired: 5.4

**WORK EXPERIENCE**

**Executive - Sales, Pioneer India**

**(August’16 to May’18)**

**Key Responsibilities: Reporting to Manager Automotive Sales**

Pioneer India is the India Subsidiary of Pioneer Corporation, Japan. Incorporated in 2008, Pioneer India’s core business covers the car audio and video segments with a diversified range of products focusing on car entertainment & car-audio visual solutions.

**Role:**

Responsible for developing North India Dealer business. Channel Management, Organising dealer Trainings, Deploy Sales targets to the dealers and support achievement of the same. Carry out market development activities.

* Developing new dealers in the assigned territory & sales channel.
* Responsible for Dealer channel development & dealer business of TKM & MGA ● Quarterly Seihan (Sales) Achievement (Have always achieved more than 100%)
* Handling Sales promotion activities at dealer end and implement schemes.
* Key account & channel management & appointing new business partners to expand product reach.
* Time deliveries to customers.
* Introducing new products to the dealers & pushing sales for new entrants.
* Technical & Product Trainings to dealers.
* Sales Promotions Activities at dealer end to boost sales.● Accounts Receivables & Payables.

**Sales Manager- Zomato Media Private Limited India**

**(July’2018 to Present)**

**Key Responsibilities: Reporting to Launch Manager**

Zomato is an Indian restaurant search and discovery service founded in 2008. It currently operates in 24 countries. It provides information and reviews of restaurants, including images of menus where the restaurant does not have its own website and also online delivery.

**Role:**

* Company’s business module expansion in various cities across India.
* Responsible to launch a city from sales prospective.
* Getting new restaurants on-boarded on Zomato Platform.
* Handling key accounts and conducted regular meetings to identify any needs from clients.
* Preparing growth plan for all the partner restaurants according to the city dynamics.
* Taking various measures to increase the revenue of the merchants in different cities.
* Handling city operations in cities from rider management to client escalations.
* Trained city teams and interns in sales and account management.
* Guide Sales activities and track metrics for team of 3 other sales member.
* On- Boarded 1000 new accounts and maintained a 100% retention rate.
* Mentored, motivated and coached sales team of 4 people to create value and delivery in the sales process.
* Preparation of Recce report for ATL and BTL activities.
* Handling Key accounts operations and B2B project.

**EXTRA CURRICULAR ACHIEVEMENTS**

* I have been involved in one of the most prestigious events at Amity University, i.e. AMITY YOUTH FEST. I was a part of the organising team of the event ANIMATION at Amity Institute of Information Technology, which is one of the most awaited events of the University.
* Actively involved in public relations during the amity youth fest.
* 2 year time captain of AIIT Football for Sanghatan.
* Volunteer for blood donation camps of Human Hope Foundation.
* Won numerous medal in athletic in Intra School Competitions.
* Participated in Summer Cup (district tournament , Shimla).
* Managed a Videography and photography team.

**INTERNSHIP:**

* Did In house Internship at Amity University, Noida. Made website on Legal Management System.

**STRENGTHS:**

* Excellent cross cultural /interpersonal skills with strong analytical bent of mind.
* Customer relation management as a People’s Person.
* Ability to work with cross functional team for timely implementation of projects.
* Positive approach at conflict resolution and results driven.
* Superb presentation and closing skills.
* Self -motivated and a keen performer under pressure.

**MISCELLANEOUS SKILLS:**

* Basic Computer Skills including but not limited to Microsoft Word, Microsoft Power Point, Java , C++ etc.
* Good communication Skills.
* Creative, innovative and rational thinking.

**COMMUNITY SERVICE**

I have been an active participant of the community service programs organised by the Lions Club. I have also been an active volunteer at the Gurudwara Sri Guru Govind Singh Sabha, a Sikh trust.

**Personal Details:**

* Date of Birth : 7 August, 1994
* Marital Status: Single