

201 Creado Apartments,
Juhu Church Raod,
Juhu, Mumbai- 400049 India
P : +91 8898080904
E : hr6@falconmsl.com
W : www.falconjobs.net

FALCON ID # 17610

Telecommunication / Business Development Manager

Residential Country : India Nationality : India
Resume Title : Business Development Executive Notice Period : 30 Days

EDUCATION

Qualification	Institute / College /university	Year	Country
Mba/pgdm	D.y.patil School Of Business Management	2009	India
B.a	Guru Gasidas University	2007	India
Xiith	Raipur State Board	2003	India
Xth	Bhopal State Board	2001	India
Iti	Agrasen I.t.i Korba (C.g)	2006	India

CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Team Leader	Tata Tele Services Maharashtra Ltd.	India	11/2009	/
Business Development Officer	Reliance Communications Ltd.	India	10/2008	10/2009

ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
--------------------	-------------	------------	----------------------

Current Salary
(Monthly In Usd): Not Mention

Expected Salary
(Monthly In Usd): Not Mention

Additional Skills :

Job Description:

- ? At present handling 6 Channel Partners.
- ? Report to the Channel Manager and discuss the business hurdles and find out solutions
- ? Responsible for getting done the assigned target from Channel partners of TATA telecom products Voice (PRI Centrex, Walky Phone, Sim card) and Data (IPS-Internet leased line, Broad Band, Photon+, 3G Dongle etc).
- ? .Giving them monthly target for respective month.
- ? Looking out all activities done by channel partner.
- ? Organize meeting and training programme for dealer to have enough knowledge about the new product, process and schemes.
- ? Help them to close the case.
- ? At present appointed 2 channel partners.

Job Description:

- ? Report to the Key Account Manager and discuss the business opportunities and scopes.
- ? I worked with 15 key corporate A/c like Credit Suisse, Sun Gard, Henkel, Eton, Emphasis, Tata Technology and Sayaji Hotel.
- ? Doing survey in all 15 key A/c to understand company's basic telecom setups and needs, to focus on perfect product to needful company.
- ? Handling and directing the 2 FOS / executives in achieving the sales target.
- ? Responsible for achieving the assigned target of Reliance products.
- ? Handle some promotional activities like Canopy, Leaf letting and more to enhance sales.

Additional Information :

OBJECTIVE:

Working as successful professional and facing the challenges by contributing my best to the organization, to earn name and fame for my organization and myself.

SUMMER INTERSHIP:

Organization: Reliance Communications Ltd. Pune (Duration-2 Months)

Project Title: To study the Retailer perceptions towards brand & services.

EDUCATIONAL QUALIFICATION:

MBA- MARKETING (2007-09) from D.Y.Patil School Of Business Management.

Graduation in Arts, completed from Guru Gasidas University with second class (2007)

H.S.C successfully completed from Raipur State Board with higher second class (2003)

S.S.C successfully completed from Bhopal State Board with Second class (2001)

I.T.I. in Electrical from Agrasen I.T.I Korba (C.G) (2006) completed with first class.

COMPUTER PROFICIENCY:

Diploma in Office Automation (Ms Office, Excel, FoxPro, DOS).