**Pramod Lowanshi**

**Mobile No: ..9893270590. 9074929292**

Email : **pramod.bpl@hotmail.com**

**Telecom &DTH, FMCG , Sales.9 years experience,**

**CAREER OBJECTIVE**

Aspiring to work in a highly challenging and rewarding managerial position in an organization driven by set of values, beliefs and standards.

**WORK EXPERIENCE**

**Job:** **company**

**Organization : ElasticRun (Ntex Transportation Services Pvt Ltd)**

**Designation : City Manager**

**Duration :09st Sep 2019 to Present**

**Location : Guna M.P**

**Job Profile:**

* **Role:**
* A City Manager is responsible for ensuring smooth overall hub sales operations as per operational standards. He is expected to have immense proactive approach and exemplary levels of ownership. The station head will play the pivotal role for driving all sales and ops team of the area/ city towards the goals and mentor all stake holders and teams to achieve the KRAs and KPIs of the process. He will also be responsible for coordinating and implementing of new initiatives aimed towards continuous improvement of processes and exhibit strong leadership skills in handling cross functional teams.
* **Responsibilities:**
* Responsible for driving & achieving the performance metrics of warehouse operations and sales.
* Daily & weekly resource planning (Manpower, vehicles etc) based on planned loads
* Develop and mentor sales teams to achieve and exceed targets.
* Collaborate with operations, procurement and other stake holders to enhance customer base coverage and market presence in the city
* Soft skills Training & on-job retraining of staff & resources
* Responsible for achieving the cost parameter metrics for both warehousing, logistics and sales force
* Develop and maintain key sales initiatives and programs, techniques to support the sale team in market coverage
* Daily analysis of sales targets and operational metrics and creating actionable aimed towards continuous improvement
* Plan & implement alternate course of actions in case of exigencies.
* Enforce discipline in all aspects of nodal / station/ warehouse and sales operations.
* 8 Salse Executive hadling
* 2 Team Leader handling

**Job:** **company**

**Organization : SBI Cards& Payment services pvt ltd**

**Designation : Sr Team Leader**

**Duration :03st Nov 2018 to Present**

**Location : Bhopal M.P**

**Job Profile:**

* Handling a team of Re in 10
* direct salse ralway sation

**Job :** **company**

**Organization ;BHARTI AIRTEL TELEMEDIA LIMITED**

***Designation : Team Leader***

**Duration : 14.july.2016 to 24 march 2018**

**Location : Bhopal zone**

**Last Job Profile:**

**: Handling a team 20.promoter** **dist betul Bhopal hosangabad..raisen.rajgarh**

**:** And I achieved all the kpi’s & Targets Given by direct salse team

**:Product and Service managemet….**

:direct salse In DTH my promoter team ….

:Assess customers needs and provide assistance and information on product features

**Job:** **company**

**Organization : TATA SKY ‘LTD**

**Designation : Sales officer-Trade sales**

**Duration :25st march 2018 to Oct 18**

**Location :Narsinghpur District M.P**

**Job Profile:**

* Handling a team of 3 FOS. & 300 Retail outlets team.
* Ownership of 2k town & 10K Population
* I am the responsible for Fos appointment & Retail Appointment.
* Dao outlets were only 5 & now Dao outlets are 8.
* Ensuring Tertiary and Primary Revenue per BTS and ensuring its growth.
* Ensuring Simple and written communication all the Schemes with retail, FOS .
* Controlling Active Dealer and EVD Active Churn
* Sonu avtive tsk active .
* Ensuring town wise growth by ensuring service level.
* Organizing training programs and Rewards and Recognition Programs for FOS.
* And I achieved all the kpi’s & Targets Given by Distribution

**Job :** **company**

**Organization ; DISHTV.INDIA .LTD**

***Designation : - SALES Promoters***

**Duration : 5th jun 2014 to 1 st july 2016**

**Location : ,Bhopal**

**Job Profile:**

**: Market development Relationship Management**

**: Distributers-Retailers& Cliente to Achivev quality**

 **Product and Service managemet**

 **Opening New Outlets & New Villages ane to ensure the regular business from them.**

**Job :** **company**

**Organization : Hindustan Coca-cola Beverages Pvt Ltd**

**Designation : *market Development***

**Duration :1st jun 2011 to 5st jun 2014**

**Location : Indore zone**

 **Job Profile:**

**: Market development Relationship Management**

**: Distributers-Retailers& Cliente to Achivev quality**

 **Product and Service managemet**

 **Opening New Outlets & New Villages ane to ensure the regular business from them.**

**100** Retail **outlets handling in indore & ICR twon**

**Job:** **company**

**Organization : Aircel Telecommunicaion**

**Designation : PSR**

**Duration : 15-july-2010 – 15-dec-2011**

**Location : Hosanagabad itarsi & its ICR Towns**

 **Job Profile:**

* Handling a team of 3 FOS. & 100 Retail outlets team.
* Ownership of 6 BTS & 30K Population
* I am the responsible for Fos appointment & Retail Appointment.
* Dao outlets were only 5 & now Dao outlets are 8.
* Ensuring Tertiary and Primary Revenue per BTS and ensuring its growth.
* Ensuring Simple and written communication all the Schemes with retail, FOS .
* Controlling UAO and URO Churn.
* Ensuring town wise growth by ensuring service level.
* Organizing training programs and Rewards and Recognition Programs for FOS.
* And I achieved all the kpi’s & Targets Given by Distribution

**Education Qualification:**

|  |  |
| --- | --- |
| Exam | **Board/University** |
| B.sc | Barkatulah Bhopal  |
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**Languages Known:**

* English
* Hindi

**Personal Details :**

**Hobbies** Music, Movies, Traveling, *net*

Father : Mr. Rajendra Lowanshi

Date of Birth : 03-05-1989

Nationality : Indian

Marital Status : Married

Communication Address : 147 Ashoka garden Bhopal (M.P.)

Permanent address : 31/3, Neecha bazar Banapura Seoni Malwa Hosangabad (M.P.)

**Date**

**Place Bhopal (Pramod Lowanshi)**