Giridhar.B

Email: girdhar.jan09@yahoo.com | Telephone: +91 9989906777

**PERSONAL STATEMENT**

To learn and function effectively in an organization and be able to deliver to the bottom-line. To constantly upgrade my knowledge and skills and make a difference in whatever I do.

**KEY ACHIEVEMENTS**

* **Bharti Airtel Limited :** Rated Best Performer of the year 2010 (identified Revenue leakage of 3.5 Million ).
* **Bharti Airtel Limited :** Achieved area sales of 10 m in one year.

* **Bharti Airtel Limited :** Won the **Gold Award** in the year 2013.
* **Reliance Jio Infocomm Limited :** Won **SHIKAR Award** from Area Business Head for Outstanding Performance in 2016.
* **Reliance Jio Infocomm Limited :** Won Top Seller Prize for two consecutive months, securing 125 % and 150 % of monthly targets.
* **Sri Mookambika Consultancy Services :** Won the **Rising Star Award** in 2018.

**EMPLOYMENT HISTORY**

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| **Sri Mookambika Consultancy Services** |

Working with Sri Mookambika Consultancy Services as Manager from Nov 17 to till date.

**Accountabilities:**

* Acquisition of Sites for EnodeB’s.
* Collections of all the Site Documents for Legal clearance.
* Coordination with the Vendors and Processing of bills.
* Escalation of issue to the Management and handling neighbor issues.
* Coordination with Municipality for site construction.
* Managing the team and day to day update.
* Preparation of MIS and Regular Site Audit.
* Maintaining P&L, Site Expenses and Variance Analysis.
* Training the field team on safety measures and conducting Meeting.
* Key role in developing the team: conducting appraisals, one-to-ones, training and mentoring.

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| **Reliance Jio Infocomm Limited** |

Worked with Reliance Jio Infocomm Limited as Deputy Manager from Nov 15 to Nov 17.

**Accountabilities:**

* Products- Prepaid and Jio phone.
* Territory-Chintamani.
* Regular visit to Distributor locations & Markets.
* Monthly Meetings with Distributors.
* Monitoring the Distributors Stocks.
* To track daily performance of sales team.(Team Size-20)
* Handled 3 Showrooms attached to Jio Center.
* Conducted Activities on regular basis.
* Validation of ARD & RD Agreements as per company policy.
* ARD/RD Mandatory documents pre-on boarding verification.
* Support to RM in driving revenue and analyzing profitability.
* Preparing reports on site Expense on monthly basis.
* Used and monitored Salesforce, accurately inputting data and ensuring applications were up to date executing stock and warehouse check processes, management reporting to Credit Committees.

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| **HDFC BANK** |

Worked with HDFC BANK as Deputy Manager from Mar 15 to Nov 15.

**Accountabilities:**

* Handling HDFC Credit card related calls.
* Portfolio Management.
* Manages the sales cycle from inception to execution.
* Manages high-profile corporate accounts.
* Cross selling of current, saving, NRI and NRE accounts.
* Cross selling of Forex cards and Credit cards.
* Loans processing (Personal loan, Home loan, Business continuity loan and Vehicle loan).
* Generating Leads for Life Insurance and General Insurance.
* Recurring deposits and Fixed deposits.
* Handling the team of 5 Sales officers.

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| **TATA Tele Services** |

Worked with TATA TELESERVICES as Ast Manager from July 14 to Feb 15.

**Accountabilities:**

* Responsible for handling Distributors and Sub Distributors in the Territory.
* Responsible for Primary and Secondary Billing.
* Handling the team of 8 DSA’s.
* Placement of Outlets in Different Locations.
* Training the Team (If any New product is launched).
* Branding the Products.

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| **Bharti Airtel Limited** |

Worked with Bharti Airtel Limited Bangalore, as Territory Sales Manager from June 2009 to July 2014.

**Accountabilities:**

* Products Handled – Prepaid and DTH.
* Territory – Bangalore
* Increasing sales volume, distribution width, CMS & RMS in the territory.
* Increasing the visibility of our brands in the outlets.
* Working closely with other departments like CSD (Customer Service Division), Finance, Operations & etc to solve pending issues.
* Responsible for handling Distributors and Sub Distributors in the Territory.
* Responsible for sales in (Pre Paid Sims, DTH, Data Cards) through Channel Sales.
* Responsible for Net-adds, Revenue growth, marketing growth, marketing actives,
* Co-coordinating with Circle – Zones for orders process
* Resolving Channel partner disputes and complaints.

***SPECIAL PROJECT – INDIVIDUAL CONTRIBUTION***

* Launched online hands free Billing Application Transtrack across 23 circles.
* Online support & Training for circles on Transtrack Version 3 implementation.
* Identifying issues in Transtrack Version 3 and Process documentation.

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| **TECHNICAL SKILLS** |

* DCA
* MS Office
* SAP

**EDUCATION**

**M.B.A**  in Finance & Marketing (2007-2009) from Ronald Ross P.G College, Affiliated by Osmania University.

**B.Com** (2004-2007) from STBC College, Kurnool, Affiliated by Sri Krishnadevaraya University.

**Intermediate**  in Accounts & Taxation (2002-2004) from Govt. Junior College, Kurnool.

**PERSONAL DETAILS**

Name : B.Giridhar

Father Name : B.Krishna Murthy

Date of Birth : 07-01-1984

Nationality : Indian – Hindu

Marital Status : Married

Languages known : English, Hindi, Telugu and Kannada

Date :

Place :

(GIRIDHAR.B)