

# RESUME

**PRAMOD KUMAR MISHRA**

Citizenship : India , DOB : 26/June/1974

Contact :

Mob. No. 7566361111

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thebrilliant1975@gmail.com

## **Address(Present)**

C/O Mr.Ashok Chaubey,Ward NO-41,Ganiyari,Waidhan (Singrauli)M.P.(486886)

## **Objective**

Intend to build a career in which the best of my abilities can be utilized and believe in a team work and challenge in the career with the scope for exploring, realizing and improving myself. Would like to work along with an institute where value stand in line with the profits.

## **Professional Experience**

- I am currently running a school(**Eurokids-Franchise of Mumbai**) as a Managing Director.(This is the largest group of Mumbai )
- From 1<sup>5th</sup> Oct 2015 to 27<sup>th</sup>. Mar.18 as a **Dy.Manager** in Reliance Jio Infocomm.  
(Dist-Singrauli)
- From 1<sup>st</sup>. Jan 2014 to 14<sup>th</sup>. Sept.15 as a **BDM** in Vodafone spacetel limited(mPesa), Areas-Raipur(CG)
- From 9<sup>th</sup> June 2009 to 31<sup>st</sup> Dec.13 as a **Relationship Manager** in Vodafone spacetel limited, Areas-shahdol, Anuppur & Umaria(4.5 years) than transferred from shahdol to Rewa District in M.P.
- 16 months experience in **Reliance Communication** as a TM from March 2008 to June.2009, Area -shahdol, Anuppur & Umaria District in M.P.
- 10 Months experience in **Britannia Industries limited** as a TSI from Jan.2007 to Oct. 2008. Area-Jabalpur, Damoh & Chhindwara District in M.P.
- 2 year's experience in **Britannia industries limited** as a PSM from Dec.2005 to Jan.2007.Area-Chhatarpur, Tikamgarh & Panna District in M.P.
- Before sales; 6 years Experience as a Director of Education Sector.

## **Working Organization & Total experience**

- 1.Eurokids Pre-School(Franchise of Mumbai Group) - As a MD
- 2.Reliance Jio Infocomm - As a Dy.manager.
- 3.Vodafone Spacetel limited-As a ASM
- 4.Mobile Commerce Solutions Limited  
Corporate Employee,Mumbai as a BDM
- 5.Vodafone Spacetel Limited - As a RSM
6. Reliance Communication- As a TM
7. Britannia Industries Limited- As a TSI & PSM

**Total Working Experience - 15 Years approx.**

## **Working Profile**

- \* Director in Eurokids Pre-School with 18 employee.
- \* Dy.Manager in Reliance Jio Infocomm with 22 downline employee.
- \* ASM in Vodafone Company with handling 14 downline employee.
- \* Mpesa Head ,Chhatishgarh,Handling 19 RSM,29 PSM and 30 CSEs -Vodafone employee.
- \* Before Mpesa; Handling 2 Main Distributor, 4 Super distributors and 30 Associate Distributors with help of 6 down line employee .
- \* Good Planning and making strategies for improving sales of the company in micro level.
- \* Analyzing latest marketing trends & tracking competitor,s activities and providing valuable inputs for fine tuning of sales & marketing strategies
- \* Manage and Control Primary and Secondary Sales
- \* control day to day activities through Team
- \*Commitment & always achieve 100% Targets.

## **Achievements**

- Increased 300 % revenue growth in 1 year (from March.11 to March.12).in Vodafone..
- Awarded 2 times with IMAD award (make a difference) from Business Head (MPCG) for Increasing GAS & CMS % from 12 to 26 % & 0.75 to 2.5% in Rewa District in Vodafone.
- Awarded 3 times No-1 RM Ranking in MPCG in month October, November & December- 2012 by S & M Head for achieving Distribution KBI's.
- Awarded 5 times with Superstars award by Zonal Head for achieving Distribution KBI's.
- Awarded 2 times Vodafone Hero for best performance in MPCG by Circle office with trophy in month of nov 2011.
- 6 times awarded with Bravo card By Zonal Head for achievement in all Distribution KBI's.
- Awarded as Most Dependable "The Wall" RM in Vodafone By Zonal Head for month April to October 2012.
- Increased GAS percentage from 2 % to 32 % in Rewa District.
- Increased CMS 2.5 % in month august 2012.
- Became Leader among industry at Tehsil Level in just 1 year. in Rewa District.
- Achieved 130 % of target in two months contest of milk Bikis biscuits in Britannia.
- Winner of Tiger cream Biscuits launching contest with 100 gram Silver coin & trophy in Britannia.

## **Computer skill**

- Microsoft Excel, PowerPoint, internet surfing.

## **Academic Qualification**

- H.S.C. in the year 1987 with all compulsory subjects from B.S.E.B. Patna.
- H.S.S.C. in the year 1990 with Art group from B.I.E.C. Patna.
- B.A. Hons. With Principal Hindi special In the year 1994 from Magadh University Bodhgaya, Bihar.

## **Extra Courses**

- Qualified "Trained The Trainer Course" by Britannia in Mumbai.
- Trained-Employee Oriental Programme at Mumbai.
- Sales Development training programme by Britannia Group at Nasik
- Motivational and Skill development Programme by Vodafone at Raipur.

## Personal Details

Father's Name : Late D.B. MISHRA  
Date of Birth : 26 JUNE 1974  
Hobbies : Writing Poem, Cooking  
Interest : Listening sweet Song's & long car driving  
Language : Hindi and English with Local Language.  
Marital status : Married  
Contact no. : 7566361111

## Declaration

I hereby declare that all the above information is true & correct to the best of my knowledge.

Date:25.08.2020  
Place: Waidhan

**PRAMOD KUMAR MISHRA**