

# ANKUSH BHARAT JANNANI

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## Seeking challenging assignments with an organization of high repute

### PROFESSIONAL SNAPSHOT

- Offering 1 year of experience in Sales & Business Development; Last associated with OYO as Corporate Sales Manager, worked on a CRM for generating and serving the leads.
- B.E. Mechanical Engineering from Sandip Foundation in 2018; Worked on project-“Online Monitoring System” (Patented Project, Patent Application No. 201821012187).
- Skilled in implementing the necessary business development strategies to accomplish sales objectives while creating unique market-entry strategies, managing business relationships, building credibility, and establishing immediate rapport with potential clients
- Deft at **establishing strategic alliance / tie-ups with financially strong and reliable partners.**
- Good problem-solving and time-management abilities; adept identifying the root cause of issues and implementing creative, targeted solutions.
- Good communication, interpersonal, problem solving and relationship building skills.

### CORE SKILLS

Sales & Marketing| New Business Development| Strategic Partnerships| Territory Expansion| Key Account Management| P&L /Budgeting/ Forecasting | SLA Management | Cost Controls | Relationship Management| Vendor Management| Market Expansion & Development| Competition/Market Analysis| Team Management & Training

### WORK EXPERIENCE

#### OYO as Corporate Sales Manager Jan'2020

June'2019-

- Accountable for sales with focus on achieving predefined sales target and growth. Forecasting and planning monthly & quarterly sales targets and executing them in a given timeframe.
- Responsible for:
  - Identifying and developing new streams for long-term revenue growth, tapping new markets and coordinating with partners to penetrate these segments to expand business & generate income.
  - Identify new hotels that meet OYO standards in terms of location, pricing, infrastructure, quality, owner willingness, etc. and pitch OYO's partnership proposal.
  - Searching and finalizing new properties; maintaining relationships with all stakeholders to run these properties profitably.
- Recommended potential business deals by contacting potential partners.
- Analyzed latest marketing trends and monitored competitors' activities and provided valuable inputs for fine tuning sales & marketing strategies.

#### Insights Success Media and Technology Pvt. Ltd. as BDE (Business Development Executive) June'2019

Jan'2019-

- Overseas the sales process to attract new clients. Work with senior team members to identify and manage risks. Maintain fruitful relationships with clients and address their needs effectively. Research and identify new market opportunities.

### Previous Assignments

OYO Weddingz.in as Venue Manager later worked as Corporate Sales Manager - June'19-Jan'20

Insights Success Media and Technology Pvt. Ltd. as BDE (Business Development Executive) - Jan'19-June'20

### ACADEMICS

- B.E. Mechanical Engineering from Sandip Foundation in 2018
  - Title-“Online Monitoring System”(Patented Project, Patent Application No.201821012187)
- Diploma in Mechanical Engineering from SMES's Polytechnic in 2013
  - Title: Automatic Job Rejection System

### IT SKILLS

- Pro. E
- MS-CIT

### EXTRA-CURRICULAR ACTIVITIES

- Owner of Garba (An Gujarat's folk dance) classes named **Rangeela Garba Classes** since 2015
- Active participation in:
  - Trekking group-“Nasik Adventure Club”
  - “FlashMob'16” awareness regarding youth Voting.
- Volunteer in “Nashik-Run: 2017 and 2018” event.
- Performed on stage for fitness awareness in Nashik Run 2017 and 2018.

- Assistant Dance Choreographer at Atul Narang's Dance Institute
- Participation in Project competition at Sandip Foundation College. Secured first position. MESA member in Sandip Foundation
- Organizing team member of National level event "AAYAM"
- Stood:
  - 1<sup>st</sup> in Project Competition
  - 2<sup>nd</sup> in State Level Basketball Match
  - 3<sup>rd</sup> in District Level Roller Skate Match

## PERSONAL DETAILS

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Date of Birth: 8th Feb, 1995

Address: Aditya Kunj Society, Building No.B-2, Flat No.9, Dindori Road, Panchavati,  
Nashik-3 Languages Known: English, Hindi, Marathi & Gujarati

**Not Constrained for location**