**Curriculum Vitae**

**Name**  **:** Pankaj Bajania

**Father’s Name** **:** Khushalbhai N. Bajania

**Birth Date** **:** 19th November, 1979

**Religion** **:** Hindu

**Address for**  **:**  27/648, G. H. B Colony,

**Communications** Nr. Radhakrishna Temple,

Meghani Nagar,

Ahmebdabad – 380 016

**Contact** **:** (M) +918530455553

Email : pankaj84205@gmail.com

**Qualification :**

* Bachelor in Commerce with special subject of Accounting & Auditing from Gujarat University, Ahmedabad in 2003 with Second Class.

Pursing MBA with marketing in Sikkim manipal.

**Computer Literacy :**

* + Platform **:** Windows XP
  + Software **:** Aware of MS Office, Excel & Internet E-mail etc.

**Work Experience :**

* Presently working with SISTEMA SHYAM TELESERVICES LTD

Ahmedabad from “12th Dec’2011.

O Designation **:** Retail Area Manager

O Posting **:**  Ahmedabad, Gujarat.

O Reporting to **:** Zonal Sales Manager.

Nature of work:I am involved in Handling 2 Distributor of Old city in Ahmedabad

Handling sales through Retail Store, Distributor and executives.

Handling Univers of more than 647+ Retailer

To achieve Primary Sales Target.

To visit each Retailer once in a weak.

To maintain the stock’s and sales and to send it to CSO.

To promote various products with innovative ideas and to help to achieve their target.

To research the market and study materials to be given to the company for future growth.

To motivate and to train the staff for better sales perspective.

To Achive revenue Target of Company and Distributor**.**

**ACHIVMENT**

**AWARDS NAME MONTH ZONE**

**>"ENDEAVOUR AWARD" DEC'2011 AHMEDABAD 1**

**>"CHAMPION AWARD" FEB'2012 AHMEDABAD 1**

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* Worked for 2.1 Year with **VIDEOCON TELECOMMUNICATION LTD.**

Ahmedabad from “9th Nov’2009 TO 11th Dec’2011

O Designation **:** Channel Sales Manager

O Posting **:**  Ahmedabad, Gujarat. O Reporting to **:** Zonal Sales Manager.

Nature of work**:** Team Management and Distributor Management introduced them about our different type of product for helping them for sale of product and networking team who are working for the same in chain system.

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* Worked for 8 Months with **ONWARD MOBILITY SOLUTIONS PVT LTD.**

Ahmedabad from “7th April 2009 TO 8th Nov’2009.”

* + Designation **:** Territory Sales Manager
  + Posting **:** Ahmedabad, Gujarat.
  + Reporting to **:** Circle Head (Sales)
  + Nature of work**:** Team Management and Distributor Management introduced them about our different type of product for helping them for sale of product and networking team who are working for the same in chain system. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Worked for 2 Years with **IDEA CELLULAR SERVICES LTD.**

Ahmedabad from “7th July 2007 to 7th April 2009.”

* + Designation **:** Senior Territory Sales Executive
  + Posting **:** Ahmedabad, Gujarat.
  + Reporting to **:** Marketing Manager, Ahmedabad.
  + Nature of work**:** Sales and Marketing, Team Management and Distributor Management.

**ACHIVMENT**

**AWARDS NAME MONTH ZONE**

**>"EXCELLENCE AWARD" DEC'08 FOR REGION 2  
>”EXCELLENCE AWARD” MAY”08 FOR REGION 2 >"BADSHAH" SEP08 FOR THE AHD ZONE  
>"BADSHAH" JULY'08 FOR THE AHD ZONE  
>”SIKANDAR” 01 TO 14 SEP'08 FOR THE AHD ZONE  
>"SIKANDAR" 15 TO 28 SEP'08 FOR THE AHD ZONE  
>"SIKANDAR" 21 TO 03 AUG'08 FOR THE AHD ZONE**

**>"DONE OF THE WEEK" 1 TO 7 SEP’08 FOR THE AHD ZONE  
>"DONE OF THE WEEK" 8 TO 14 SEP'08 FOR THE AHD ZONE  
>"DONE OF THE WEEK" 15 TO 21 SEP'08 FOR THE AHD ZONE  
>"DONE OF THE WEEK" 21 TO 27 JULY'08 FOR THE AHD ZONE**

* .Worked for 2 Year & 6 Months with M/s. Vinodchandra & Brothers

(**RELIANCE PRE-PAID SERVICES**) in Ahmedabad from “16th Feb 2005 to 6th July 2007.”

* + Designation **:** Team Lieder
  + Posting **:** Ahmedabad, Gujarat.
  + Reporting to **:** Owner of the Firm
  + Nature of work**:** Sales and Marketing of the product.

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* Worked for 1Year & 10 Months with M/s. Amarnath Agency

(**IDEA POST-PAID SERVICES**) in Ahmedabad from “22th May 2003 to 15th Feb 2005.”

* + Designation **:** Field Sales Officer
  + Posting **:** Ahmedabad, Gujarat.
  + Reporting to **:** Owner of the Firm
  + Nature of work**:** Sales and Marketing of the product.

**CURRENT CTC:-4.8**

**Pankaj Bajania**