RESUME

PAVAN KUMAR .B

Email:pavan.balabomma@gmail.com

Phone: 9494850595.

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| Carrier Objective: |

To acquire a position in a challenging environment where I can apply and enhance my skills and knowledge in electronics& electrical, while contributing for the growth of the company and self.

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| Educational Qualification: |

Bachelor of Technology in Electrical & Electronics from JNTUK.

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| Experience details: |

* **Working as URBAN JIO POINT MANAGER in Reliance jio infocom limited from**

 **SEP 2018 to till date**

* **Responsibilities:-**
* Lead the entire scope of sales and service related activities at jio point.
* Acquire customer acquisition as per target.
* Generate leads for feeder service area.
* Acquire and connect customer premises.
* Ensure correct information about homes and buildings in database.
* Updating building attributes, marking missing building polygons, updating building segment.
* Sales Officer hiring and on boarding, Training and CAF Document & Order Collection, eKYC & ORN generation.
* Identification, Short listing, Agreement and On boarding of Technicians and Jr. Technicians.
* Material Requisition to SCM & Material Issuance to Technicians against call allocation.
* Pendency review of Home Installations and Call reassignment in case of nonconformity/absenteeism of customer.

**Professional Experience:**

* Working as AREA SALES EXECUTIVE in SKYZEN (Sai Teja Indo Plast) (from JULY-2016 to AUG-2018).

**Responsibilities:**

* Develops business plan and sales strategy for market that ensures company sales goals.
* Sales of air coolers, washers and water dispensers throughout Krishna and W.G. dist.
* Maintained friendly and professional interactions with dealers & distributors.
* Met sales goals by assisting in sales of air coolers, washers and water dispensers.

**Professional Experience:**

* Working in Maiterya electricals Pvt Ltd as area Sales Executive (MAR 2013 to JUN 2016)

 **Responsibilities:**

* Develops business plan and sales strategy for market that ensures company sales goals.
* Motivate sales associates for better results
* Sales of distribution transformers(63 KVA,100 KVA,160 KVA)
* Operation & Maintenance TRANSFORMERS (3.15MVA to 8 .0MVA).
* Sales of fire Alarm systems.
* Sales of winding wires(copper ,aluminum)
* Responsible for maintenance of transformers & Circuit breakers.
* Preparing action plans for sales and Generated a monthly reports.
* Performed activities pertaining to breakdown maintenance, corrective & repair maintenance.
* Sales fire alarm and safety systems.
* I have 6months work experience as a site engineer in **INDWELL CONSTRUCTION PVT LTD** (Vizag) Aug 2012 to Feb 2013).
* Generally responsible for implementations and monitoring of all electrical related works at site
* Estimates, prepares and assigns the resources such as manpower, materials, consumables, Equipment, tools, etc
* Plans the execution of all electrical related works and coordinates the works to mechanical and civil Groups.
* Assign targets for accomplishments and ensure targets are met on daily basis for all electrical group at site.
* Submits site daily reports, inspection requests, estimates and all applicable monitoring reports on regular basis or as required.
* Supports the Asst. Project Manager in accomplishing all the goals and targets for the electrical groups at site.

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| Computer Skills: |

#### Languages : MSSQL, C

#### Operating Systems : Windows

General : MS word, Excel

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| Personal Information: |

 Name : B.PAVAN KUMAR

Father’s Name : : B.APPARAO

 Date of Birth : 27-03-1989

 Gender : Male

Languages know : Telugu, English, and Hindi

Nationality : Indian

 Hobbies : Watching Movies

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| Declaration:  |

 I hereby declare that all the information stated above is correct to the best of my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

 Place:

 Date: (PAVAN KUMAR.B)