

JAIDEEP SINGH GOPAL

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Profile Summary

A professional who lead the change , An innovator , A coach , A leader having Forte of starting business from scratch in B2B , Retail , Distribution , Sales & Marketing. & Having a rich & extensive experience in impacting organization's profitability through effective strategic management decisions & new initiatives for business development. Responsible for adding revenue from Medium-Accounts, Large Accounts, Global Accounts and Government Accounts with a consultative approach. Experience in cracking complex Sales Opportunities. Knowledge of Telecom data working & Multiple Project Handling & a sound experience in 'I' GAMING Industry.

Core Competencies

B2B & B2C Sales & Marketing, Business Expansion, Profit Center Operations, Project Management, Strategic Planning & Implementation, New Product Launches, Competitor's Trend Analysis. Heavy Data working on Access & Excel

Personal Profile

Knowledge of Telecom Sales & data working & Multiple Project Handling with approximate 6 years of work experience working on the processes for leading telecom company Bharti-Airtel Ltd, Vodafone Idea Ltd & Reliance JIO Limited on Multiple Processes. Including Enterprise Business Data and a prepaid base crunching & the MIS Team management of 12 Peoples as Business Analyst.

Present Work Experience

Name of the Company : Games91.
Profile : City Head (Manager)
Duration : Feb 20' to Till Date

Key Result Areas:

Responsible For Core Data for the Games91 Products. Generate & Derive the Revenue through Data Analysis and productivity for Prayagraj Zone.

- Responsible for a P&L for the Function.
- Team Handling of 8 Persons for the Games91 I-Gaming Business Analysis Big Data Working
- Responsible for Critical Data and Revenue enhancement for Multiple products, **Gaming Products like PUB-G, Free Fire, Ludo, Rummy, Virtual Cricket & a model of Fantasy Sports.**
- Leading Major Projects like **Project Vistar**, (for the Revenue Derive) via multiple analysis and marketing Data activity

- Team tracking for the Various reports Marketing Strategy & a new Business insight Preparation.
- Responsible for Increasing **Wallet Share** in **Medium and Large Accounts** and **Acquisition Growth** in **Government** and **Global Accounts**.
- Services, Creating PPT's & Presentations for the reviews.
- Responsible for **Marketing and Brand** of **Games91** in the Zone, **ATL** and **BTL** activities, Revenue generation activities like analyzing data for **up-selling of products** on the base, Participation in Zone's and local events, Creating **Brand awareness** as a technology & I-Gaming company in the Market.
- Team Management for the various reports for business Orientation (**DSR's**)
- REC Base (Revenue Earning Customer) Analysis for Revenue movement & B2B & B2C Customer base behavior& Data trend for competitor pitching.
- Dealing with Multiple Corporate & Govt. Sectors for the Bulk & the Products offered from Games91.
- BSCS (Business Support and Control System) **Branding for Channel Partners**& providing material for the **Business support**.
- Vendor Management & Procurement for the Department.
- High Revenue Customer Analysis& Implementation for the New Acquisition
- Purchase Orders & Payment processing for **channel Partners for the Sales Proposition**.

Highlights:

- Got the Employee of the month award in 2015 On achieving highest %Age of Accurate Data Trend Analyzer & Won a Trip to Nainital 2015.
- Awarded the Top Gun of Lucknow on deriving an acquisition on the Data Trends in Q4 '2017.
- Selected to have an extra responsibility to work on SME Business for Kanpur Zone also in 2017.
- Piloted efforts in increasing market share enterprise from 27% in 2016 to 46% in 2018 (highest upsurge for Lucknow Zone)

Previous Work Experience

Name of the Company : Reliance Jio
 Designation : Sales & Marketing (Assistant Manager)
 Duration : Aug 19' to Feb 20'

Role & Responsibilities:

- To work with Data analysis for the Non Mobility Products & a mobility Distribution Drive
- Coordinate with the team members from all over UP-East Circle for the DSR's and lead a single MIS for the same.
- Work on heavy database for the major actions on business insight decision making like Revenue growth Analysis Productivity Analysis & Critical RCA's

Name of the Company : Vodafone Idea Ltd. – (Marketing)
Designation : Sales & Marketing (Senior Executive)
Duration : Sept 15' to Sept 19'

Role & Responsibilities:

- To work with Internal Data Base for the B2B Core data of Non Mobility Products.
- Also need to handle the Team of 12 Team-mates for the MIS Model & generate the Multiple reports and a major decision making on data trends End.
- Working on the formations for the Revenue & Responsible for Overall data crunching for UP-East Circle

Name of the Company : Bharti Airtel Ltd. – (Marketing)
Designation : UPU Executive
Duration : April 14' to Sept 15'

Role & Responsibilities:

- To work on data to understand customer & retailer KPIs to solve Customer Issues
- To extract data in format required by business to help take business related decisions.
- To analyze and present data in formats and details relevant for the stake-holders.

Educational Qualification:

- B.Com from Lucknow University. In 2014
- BCA From SVSU University in 2016 (Correspondence)
- Intermediate from UP Board in 2010
- High School from UP Board in 2008

Working knowledge on Computers

- MS Office: **MS Access, MS Excel, MS Power Point(PPT), MS Word & (SQL, DWH) ICRM, BI Queries.**

Personal Details

Name : Jaideep Singh Gopal
Father Name : Dr. S.B. Singh Yadav
Date of Birth : 01st, Dec, 1994
Gender : Male
Nationality : Indian
Marital Status : Married
Language known : Hindi, English & Punjabi.

Place:

Date: (Jaideep Singh Gopal)