

Resume

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CAREER OBJECTIVE

Aspiring a work environment in **B2B Sales** and **Channel Sales, Marketing, Business** operations and business process improvement that challenges me to continue learning and at the same time is able to help collaborate and learn from my peers.

SUMMARY

Passionate and specialized in Corporate Sales, Channel Sales & Marketing in telecom sector with 9 years of experience in Corporate sales, Strategic Alliance, end to end Operations, Process improvement, & People Management with rich experience in Internet Leased Line and COCP .

WORK EXPERIENCE (9 Years)		
Reliance JIO Infocomm Ltd.	Assistant Manager - Patna	September 2021 to Present
Key Responsibilities	<ul style="list-style-type: none">• Sales Target Management: Drive B2B sales like ILL, COCP and Jio Business Broadband to meet assigned targets through direct efforts and team/channel support.• Team Leadership: Supervise and support the sales team by guiding them in client acquisition and relationship management.• Channel Partner Handling: Identify, onboard, and manage channel partners to expand market reach and boost sales.• Client Engagement: Build strong relationships with key business clients and ensure high levels of customer satisfaction.• Strategy Execution: Implement sales strategies and promotional plans across team and channel networks.• Market Intelligence: Collect and analyze data on market trends, customer needs, and competitor activities.• Training & Development: Provide regular training to sales team members and channel partners on products and processes.• Performance Monitoring: Track performance metrics and take corrective actions to address gaps in sales delivery.• Coordination: Work closely with marketing, product, and operations teams to ensure seamless execution.• Reporting: Prepare and present sales reports, forecasts, and pipeline updates to senior management.	
SIS Alarms Monitoring And Response Services Pvt. Ltd.	Team Leader - sales	December 2019 to February 2021

Key Responsibilities	<ul style="list-style-type: none"> • Drive the team to meet or exceed sales targets in assigned areas. • Supervise and support lead generation activities through field visits, cold calls, and campaigns. • Train and mentor sales executives on product knowledge, pitch techniques, and customer handling. • Ensure excellent customer service and follow-up to build long-term customer relationships. • Allocate sales territories and optimize coverage to maximize market penetration. • Prepare and submit daily, weekly, and monthly sales reports to management. • Keep the team motivated through incentives, recognition, and team-building activities. 	
Achievement	<ul style="list-style-type: none"> • Achieved Certificate of Appreciation in R&R Award 2020 by Higher Management. 	
Radius Infratel Pvt. Ltd.	Assistant Manager - BD	July 2016 to November 2019
Key Responsibilities	<ul style="list-style-type: none"> • Assigned to a acquiesce and upgrade the societies, commercial and corporate buildings for FTTH services. • Meeting with Corporate for closure • Identify potential clients and the decision makers. • Research and build relationship with new clients. • Handling team of 10 people to attain customer satisfaction. • Developed valuable and long term business relationship with the clients. • Good knowledge of MS office. • Coordinating with construction, distributor and vender team members • Set up meeting between client decisions makers. • Identify opportunities for campaigns, services, and distribution • Market analysis for business strategy & expectation • Identified Distributor in assigned territory. • On board Distributor and signed agreement for FTTH in • Premium retailer mapped in assigned territory. • Retailer Mapped for smooth business process • Coordination with Technical/construction/vendor team to avail required manpower and tools at the site location. 	

EDUCATION	
•	B.A. Passed From Babasaheb Bhimrao Ambedkar Bihar University, Muzaffarpur, Bihar an aggregate of 58%
•	12 th Passed From Bihar School Examination Board Patna Bihar an aggregate of 65%
•	10 th Passed From Bihar School Examination Board Patna Bihar an aggregate of 59%

PERSONAL DETAILS	
Date of Birth	12 th March 1989
Languages	Hindi and English
Hobbies	Reading –Writing and Net surfing.