



Deepak Y Jha

Area Sales Manager | Sales & Marketing Professional | Telecom Industry

Performance-driven, accomplished and strategic-minded Business Development leader with over 6 years of demonstrated success in gaining market share through the implementation of sales strategies that influence decision-makers and drive success in Telecom Sector. Consistently succeeds in developing comprehensive strategies to position products, pricing, and marketing to achieve targeted sales growth, while maintaining corporate and brand integrity. Seeking to achieve high career growth through a continuous learning process, persist in being dynamic, visionary and competitive with changing scenario of the world and to contribute to the success of the organization.

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CAREER SYNOPSIS

Dynamic Business Development leader with a broad range of expertise in Business Development, Marketing, Sales, Customer Services, Key Account Management & Team Management. Specialize in fostering client relationships, identifying needs and developing customized solutions that lead to long-term relationships.

Supervised and managed the team to meet Customer demands as well as business requirements, workflow synchronicity to sustain business demand.

Adroit in maintaining productive relationships with the distributors to maximize sales growth as well as supervising maintenance of customer databases.

A dynamic go-getter and energetic leader known for ability to envision and create successful outcomes in complex and multicultural environment. Strong organization and time management skills and careful attention to detail to guarantee that business ventures are successful and development is absolute

SKILLS

- Sales & Marketing
- Key Account Development
- New Business Development
- Business Analysis & Strategy
- Business Strategy & Solution
- Brand Management
- Market Research & Analysis
- Product Launch & Management
- Customer Relationship Management
- Customer Acquisition & Retention
- Competitive Analysis
- Team Management

KEY STRENGTHS

Strategic Planning

Establish corporate goals, short term and long term budgets and developing business plans for the achievement of these goals. Actively involved in business planning and analysis for assessment of revenue potential in business opportunities.

People Management

Align the team to the vision and strategy of the organization. Understanding employees short term and long-term goals, mapping them with organizational goals and create and communicate larger overlaps.

Teamwork and collaboration

Demonstrate a commitment to the mission and motivation to combine the team's energy and expertise to achieve a common objective.

Accountability and responsibility

Demonstrate a willingness to accept responsibility and accountability for one's actions and exhibit a moral, legal or mental accountability.

PERSONALITY TRAITS

- ☆ Charismatic Leadership
- ☆ Eloquent
- ☆ Entrepreneurial Spirit
- ☆ Analytical Approach

ACHIEVEMENTS

Best TM for Q3 at Bharti Airtel Ltd. (2017 – 2018)

Qualified for Airtel Prestigious club Called Achievers Club (2017 – 2018)

Awarded with On The Spot Award at TATA Teleservices Twice.

Awarded with TTL Hi-Flier at TATA Teleservices Twice.

Winner of Jackpot Contest at Tata Teleservices.

WORK EXPERIENCE

Area Sales Manager - Consumer Durable Finance

Kotak Mahindra Bank

05/2020 – Present

- Take Lead in Managing and supporting effective deployment of the reporting team of sales professionals with respect to the geographical area, exploring new markets and allocating resources to most profitable opportunities, effectively engage Operations & Risk teams to understand and contribute to the overall processes & profitability across locations.
- Development of new key dealers to expand dealer base and management effective dealer relationship.
- Ensure to maintain the productivity at required level.
- Ensure customer enlightenment along with total satisfaction which result customer retention.
- Ensure TAT times on approved and disbursed applications and dealer payments.
- Meeting with RSM /RM & set target monthly/weekly for RM, DST
- Prepare monthly working plan for sales teams , review weekly, monthly plan for RM by visiting respective Dealer.
- As a team leader, work towards building team relations and bringing in new initiatives to increase productivity.
- Creates opportunities and utilizes all available organizational forums to state and reinforce the organizational vision.

Assistant Manager- Sales

Bharti Airtel Ltd

02/2017 – 04/2020

- Drive the team to achieve and exceed the pre-set targets including sales, revenue, service quality, service level and KPIs.
- Engage with Distributor's Management and Sales Executives for Airtel Prepaid Business & Airtel Money. Manage Airtel Payments Bank Operation which consists of activities like Remittance, Opening Saving Account, Cash Drop, etc.
- Responsible for overall growth on business parameters (Distribution Parameters, Serviceability) including overall growth of four distributors.
- Manage all aspects of performance and development of the 15 In shop promoters & 11 Field Sales Executives to encourage professional growth.
- Prepare regular reports and analysis of achievements, opportunities and performance against plan KPIs to ensure compliance with Bharti Airtel's reporting protocols.
- Execute business reviews with distributor, focusing on achievement of revenue, operational excellence, training, lead-generation and relationship objectives are met and planned.
- Ensure the operation and sales activities conducted are in full compliance with both external regulatory codes / ordinance & internal compliance policies, standards, guidelines & procedures.

Channel Sales Manager

TATA Telecommunication

10/2015 – 01/2017

- Manage and drive distributors for sustained coverage, sales growth and customer satisfaction. Handled Retail Management to ensure the Proper Service and Scheme communication.
- Designed and implemented strategies to cross-sell and up-sell services to existing customer base.
- Developed and maintained strategic business relationships with major accounts to promote brand awareness and profitable business relationships.
- Identified gaps and opportunities with necessary analysis off the various KPI and provide periodical updates.
- Directed the activities of the vertical sales group for the achievement of short-and long-term business objectives, increased profit and market control.
- Monitored the performance of Sales Team to ensure efficiency in sales operations and appointing new distributors.

Device Sales Officer

Reliance Telecommunication

11/2014 – 09/2015

EDUCATION

MBA

University of Pune

2012 – 2014

B.Com

University of Pune

2009 – 2012

Pune

LANGUAGES

English



Hindi



INTERESTS



Singing ,Anchoring



Watching News



Travelling



Networking