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Girish Bhardwaj



Professional Profile

RELATIONSHIP/MARKETING MANAGER ~ 8 years of experience

Seeking assignments as Manager with an organization of high repute

Location Preference: Canada, UAE

Professional Summary

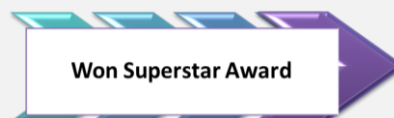
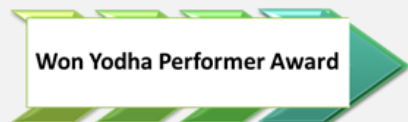
- ↳ An astute & result oriented **professional with over 8 years of rich experience** in chalking out overall policies with a purpose to augment the inherent value of the organization and determining competitive market status to offer cherished business development initiatives
- ↳ Value driven professional with career in driving development and execution of a business strategy and delivering holistic solutions to carve a niche in highly competitive markets and repeatedly producing sustained revenue and growth
- ↳ Adroit in driving revenue growth, performing market research, creating new possibilities & conducting opportunity analysis
- ↳ Skilled in developing and maintaining territory forecast and ensuring a healthy sales funnel to support the forecast
- ↳ An ardent tactician & performer with expertise in ensuring optimal utilization of resources, managing sales & marketing operations
- ↳ Proven experience in collaborating with internal resources and external network to prioritize and penetrate key accounts; quickly building relationships with key stakeholders to drive business
- ↳ Own outstanding communication, leadership, interpersonal and logical skills with demonstrated abilities in customer relationship management



Foundational Strengths & Awards

Marginal Analysis ♦ Problem Analysis ♦ Data Collection ♦ Quality Service ♦ Team Management ♦ Key Account Management ♦ Revenue Generation ♦ Profitability Improvement Initiatives ♦ Quality Service

Awards



Work Experience

Vodafone South Ltd., Meerut | Relationship Manager | Nov'12 – Apr'17

Key Deliverables:

- ↳ Identified, developed and built relationships with all the prospective clients, ensuring that all sales opportunities for were acted upon
- ↳ Gathered a clear view of a prospect's reasons for engaging and required key deliverables to allow compelling propositions to be created, presented and closed as appropriate

- ✦ Worked with the senior management to identify PR opportunities and to action those deemed valuable for the Company's brand and reputational development
- ✦ Implemented effective strategies for long-term success by utilizing knowledge of the sales process and efficient selling techniques; applying time-management skills to planning and managing projects
- ✦ Maintained relationships with new and existing contacts within an account; expanding relationships with clients and external partners; and developing, maintaining, and leveraging strong existing relationships
- ✦ Resolved issues within accounts by methodically identifying customer pains; utilized expertise in development of solutions; collaborated with internal resources; engaged the proper resources; and communicated the customer's report issue to the account team
- ✦ Researched accounts business drivers by understanding telecommunications; retained knowledge of the sales industry; collaborated with specialists in support services
- ✦ Fully understood the customer's decision-making process; collaborated with partners to identify opportunity for new business; built adaptive relationships; maintained a strong ability to teach the customer

Idea Cellular Ltd., Meerut | 3G Sales Executive | Jul'11 – Oct'12

Key Deliverables:

- ✦ Provided ongoing account management to ensure customer satisfaction and additional revenue streams; applied thorough understanding of business practice, industry trends & competitive landscape to carry out a repeatable sales process
- ✦ Executed various sales activities and strategies to achieve set business targets of acquisitions, revenue
- ✦ Maintained and managed channel partners by ensuring better relations and communication to achieve high productivity levels from channels
- ✦ Complied with policies & processes with reference to sales function and training team members to keep them up to date with plans & process improvements
- ✦ Worked effectively as an individual while also facilitating the sales opportunity by orchestrating the internal and external resources needed to effectively manage the sales process
- ✦ Executed various sales strategies and programs in the geographical area allotted, in collaboration with channel partners to achieve sales target
- ✦ Prepared MIS reports to provide feedback to concerned authorities on business operations, viz., billing, collection, credit control, profitability, etc.
- ✦ Headed two big projects in Low Beats Areas; successfully completed projects in (Meerut & Sharanpur)

Berger Paints India Ltd., Indore | Territory Sales In-Charge | Jun'09 – Jun'10

Key Deliverables:

- ✦ Led a 2 member team; established CRM; analysed the requirements of the clients with different product available in terms of coverage surface area of the product, pricing of the product
- ✦ Maintained all customer information related to sales activity, including but not limited to: prospecting, qualification, funnel management and forecasting within a designated territory
- ✦ Assisted in establishing effective sales strategies and tactics that resulted in new business generation and expanding current business within assigned territory
- ✦ Worked closely with other departments and supported staff to assist with coordination of demos, legal contracts and ensure client satisfaction
- ✦ Managed the sales cycle and drove to close, ensuring that sales quota is achieved in all assigned categories
- ✦ Maintained communication with the appropriate Customer Service, Service, Sales and Marketing personnel to share competitive information, account information, market conditions and customer issues

Notable Accomplishments:

- Awarded with distinction for remarkable performance and independently managing team
- Successfully rearranged the process flow path to achieve targets
- Inflated the sales by 10% in the Gwalior territory

Education & Credentials

B.Com

CCSU Meerut

2006

MBA, Marketing & HR

UPTU Lucknow

2009

Professional Project:

Client: Vodafone | **Responsibilities:** To maintain and grow business | **Description of the Project:** To work on low beats of Vodafone | **Location:** Bulandshar | **Duration:** 2 years | **Team Size:** 15 to 20

Academic Projects & Internships:
**1- HCL Infosystems; Jun'08
– Jul'08**

- **Management Trainee (Intern)**
- Carried out Market Research on "CONSUMER BEHAVIOUR - HCL LAPTOPS AND PC's" to find out the consumer preferences for brand of home segment computers.
- Evaluated the growth of HCL infosystems' channel partners by:
 - Measuring satisfaction level of channel partners
 - Measuring impact of promotional activities that channel partners were doing to promote HCL product

**2- Amsure (Insurance
body of AMWAY); 20 days**

- **Management Trainee (Intern)**
- Project was all about framing general insurance product and consumer behaviour and finding gaps in market.

Date of Birth: 1st Jun 1986 | **Languages Known:** English & Hindi | **Nationality:** Indian