

# RESUME

**Tushar Raut**

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**Managerial assignments in the areas of Business Development, Trading & Networking, Sales & Marketing, Relationship Management with an organization of high repute**

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## **Précis**

- ↳ A **Marketing professional** with 11 **years'** experience in Business Development, Sales & Marketing, Trading Business & Networking, Channel Management and Relationship Management.
- ↳ Presently working with **Reliance jio.** as a **MSL for Phaltan.**
- ↳ Experienced in marketing plan execution, product promotion and implementation of business strategies to accomplish the decided targets.
- ↳ Expertise in developing & managing channel partners in order to enhance the market share & profits.
- ↳ Proficient at analyzing market trends to provide critical inputs for business development initiatives and formulation of selling and marketing strategies.
- ↳ Skilled in managing teams to work in sync with the corporate set parameters & motivating them for achieving business and individual goals.
- ↳ An effective communicator with good presentation skills and abilities in forging business partnerships and establish beneficial relationships with channel partners and the target market.

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## **Core Competencies**

### **Business Development**

- ⇔ Formulating long term/short term strategic plans to enhance sales & marketing operations and thereby achieving sales growth across the region.
- ⇔ Driving sales initiatives to achieve desired targets and exploring marketing avenues to build consumer preference and drive volumes.

### **Sales and Marketing**

- ⇔ Conducting competitor analysis by keeping abreast of market trends & competitor to achieve market share metrics and profitability.
- ⇔ Conceptualising and implementing sales promotional activities as a part of brand building & market development effort.

### **Channel Management**

- ⇔ Recognizing and establishing financially strong and reliable channel partners for deeper market penetration.
- ⇔ Providing direction, motivation and training to the channel partners and ensuring optimum performance.
- ⇔ Supervising collection, pending payments & debtor status for ensuring nil outstanding.

### **Key Account Management**

- ⇔ Identifying and networking with prospective clients, generating business from the existing accounts and achieving profitability and increased sales growth.
- ⇔ Mapping client's requirements and providing them timely service solutions.

### **Team Management**

- ⇔ Training & monitoring personnel of the sales team for ensuring optimum performance to deliver quality services in market.
- ⇔ Conducting meetings for setting up sales objectives and designing or streamlining processes to ensure smooth functioning of sales operations.
- ⇔ Creating and sustaining a dynamic environment that fosters career development opportunities and motivates high performance amongst team members.

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## **Career Highlights**

**Reliance Jio Infocomm LTD.**

**MSL,Phaltan**  
**Since Oct 2018 – Till Date**

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- ⇔ Appoint New ARD/MARD.
- ⇔ Open new wod.
- ⇔ New product launch, operations and coverage feedback.
- ⇔ Total 14 Team Members handling.
- ⇔ Plan and strategize sales distribution for Jiophone & Recharge Business in the assigned territory.
- ⇔ To achieve customer acquisition market share and revenue targets.
- ⇔ Ensure sales system are adhered and maintain high level of execution in the market.
- ⇔ Support role in implementation and monitoring retail distribution network for Jiophones on the line of Services operation.
- ⇔ Drive customer acquisitions through established channels.
- ⇔ Daily operations at the distributor point.

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## **Career Highlights**

**Nokia Mobiles**

**TSM, pune**  
**Since Jan 2016 – Oct 2018**

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- ⇔ Appoint New RD.
- ⇔ Open new wod.
- ⇔ New product launch, operations and coverage feedback.
- ⇔ Competition information and analysis.
- ⇔ Plan and strategize sales distribution for Basic & Smart Phones in the assigned territory.
- ⇔ To achieve customer acquisition market share and revenue targets.
- ⇔ Ensure sales system are adhered and maintain high level of execution in the market.
- ⇔ Support role in implementation and monitoring retail distribution network for Basic & Smart Phones on the line of Services operation.
- ⇔ Drive customer acquisitions through established channels.
- ⇔ Daily operations at the distributor point.

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## **Career Highlights**

**Spice Retail Ltd. (Future & Smart Phones)**

**TSM, pune**

**Since FEB 2013 – JAN 2016**

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- ⇒ Appoint New RD/MD.
- ⇒ Monitor performance of sales team and promoter.
- ⇒ Support to customer service, general administration inventory management and sales invoicing.
- ⇒ New product launch, operations and coverage feedback.
- ⇒ Competition information and analysis.
- ⇒ Plan and strategize sales distribution for Basic & Smart Phones in the assigned territory.
- ⇒ To achieve customer acquisition market share and revenue targets.
- ⇒ Ensure sales system are adhered and maintain high level of execution in the market.
- ⇒ Support role in implementation and monitoring retail distribution network for Basic & Smart Phones on the line of Services operation.
- ⇒ Drive customer acquisitions through established channels.
- ⇒ Daily operations at the distributor point.

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## **Career Highlights**

**Reliance Communication Ltd. (Prepaid)**

**Territory Sales manager, pune**

**Since Aug 2009 – Jan 2013.**

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- ⇒ Accountable for channel sales, retail sales as business operations.
- ⇒ Monitor performance of dealer and their sales team.
- ⇒ Support to customer service, general administration inventory management and sales invoicing.
- ⇒ New product launch, operations and coverage feedback.
- ⇒ Competition information and analysis.
- ⇒ Plan and strategize sales distribution for prepaid segment in the assigned territory.
- ⇒ To achieve customer acquisition market share and revenue targets.
- ⇒ Ensure sales system are adhered and maintain high level of execution in the market.
- ⇒ Support role in implementation and monitoring retail distribution network for prepaid recharges on the line of Services operation.
- ⇒ Drive customer acquisitions through established channels.
- ⇒ Daily operations at the distributor point.

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## Education

- ⇔ **B.A.** from Dr.B.A.M.U. Aurangabad University.
  - ⇔ **H.S.C** from Aurangabad Board.
  - ⇔ **S.S.C** from Aurangabad Board.
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## Personal Profile

Fathers Name	: Tushar Subhash Raut.
Date of Birth	: 16 th September 1986
Address	: Plot No. A1-303, Aaiji Aura City, Uttareshwar Nagar, back said to moze school, Lohegaon, Pune.
Marital Status	: Married.
Languages known	: English, hindi, Marathi.
Hobbies	: Reading, Listen to Music, Travelling & Making Friends.

***Declaration:*** *I declare that the above-furnished details are true to the best of my knowledge.*

**Yours faithfully**

**Tushar Raut**