

VAIBHAV SUDHAKAR RAUL

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In quest of career enhancing opportunity of Analytical Role.

PROFESSIONAL SNAPSHOT

- A result & process-oriented professional in Sales Analysis, MIS Reporting and Financial operations with verifiable record of accomplishment spanning around 15 years.
- Proficient in Data Analysis, Variance Analysis, Trend Analysis, Budgets, forecasts and Provisions.
- Expertise in Data and General Ledger Reconciliations.
- Adroit in managing process as per financial & regulatory requirements and leading best practices.
- Skilful in MS EXCEL especially in Data Crunching, Formulation & Data Modelling
- Possesses experience in process improvement and System Enhancement testing for Quality performance.
- An excellent team player with effective relationship builder.

CURRENT ASSIGNMENT

MIS AM – Sales MIS / Brokerage, Sales & CRM Audit PURANIKS Builders Pvt. Ltd. (Dec 2021 to Till Date)

Sales Department MIS

- Managed brokerage payments for all projects, marketing vendor payments, and sales analytics.
- Analyzed **SFDC reports**, conducted audits, and ensured data integrity for MIS functions.
- Tracked **Business Development (BD) team performance** and managed incentive programs.
- Maintained daily sales transaction reports for **Head Office, Closing Managers, Sourcing Managers, and Team Leaders**.
- Created detailed **analytical reports** for Strategy, Marketing, and Accounts teams.
- Collaborated with **SFDC developers** to develop and refine reports.
- Led a team of **three contractual staff**, providing training and monitoring.
- Delivered **variance analysis, trend analysis, and ad-hoc sales reports** to support business decisions.
- Managed **inventory and price sheet tracking** for accurate forecasting and decision-making.
- Prepared **presentations** for sales team meetings and business strategy discussions.

Sales Brokerage

- Identified **potential micro-market channel partners** and structured brokerage slabs.
- Monitored **joint business plan activities vs. actual performance** of channel partners.
- Audited **brokerage and joint business plan invoices** for accuracy.
- Managed **brokerage payouts and vendor payments**, ensuring timely disbursement.

CRM Department

- Oversaw **project sales collection recovery data and tracking**.
- Audited **client refund cases** and processed payments efficiently.

PREVIOUS ASSIGNMENTS

Shapoorji Pallonji & Company Pvt Ltd (July'19 to Dec'21) Assistant Manager (Sales Dept – CRM Dept – Sales Brokerage)

Sales Department

- ❖ Responsible for Project MIS Reporting, Sales Analyst, SFDC Report Analysing & Very Important Brokerage working...
- ❖ Responsible for intercompany tracking of Business Development (BD) Analysing Team's performance and Incentive program.
- ❖ Maintaining the Daily sales transaction MIS for Head office, Daily sales transaction for every Closing Manager, Sourcing Manager & Team Leader, monthly closing Target v/s Ach, Inventory & Price sheet Management. Interact with various departments for smooth operation and functionalities.
- ❖ Prepare proper database and analytical reports to Strategy Team, Marketing Team, Account Team.
- ❖ Develop and scrutinized reports in SFDC with the help of SFDC developer.
- ❖ Training & Monitoring of 3 contractual staff
- ❖ Prepare insightful variance Analysis, Trend analysis and other ad-hoc reports related to Sales, Revenue.
- ❖ Responsible for system data quality management for smooth MIS functioning.

- ❖ Prepare presentations for Sales Team for various Business Meets...

CRM Department

- ❖ Responsible for Project sales Collection tracker, Handling collection/ Registration/ Refund cases tracker & Process
- ❖ CRM Teams Audit report analysing
- ❖ Handling Unit Registration process. (Authorized Signatory)

Sales Brokerage

- ❖ Proactively identify potential micro market channel Partners and set brokerage and ladder brokerage slab.
- ❖ Analyzing of joint business plan activity v/s actual business done by channel Partners through Tele-calling/ SMS/ Inserts supports etc.
- ❖ Scrutinizing channel Partners brokerages & Joint business Plan invoices.
- ❖ Handling Channel partner Brokerage & Vendor payout process.

OMKAR Realtor

Sr. MIS Executive (Sales Dept – CRM Dept)

Sales Department

- ❖ Responsible for Omkars **All** Project MIS Reporting, Sales Analyst, SFDC Report Analysing,
- ❖ Responsible for intercompany tracking of Business Development (BD) Analysing Team's performance and Incentive program.

CRM Department

- ❖ Responsible for Omkars **All** Project MIS Reporting, CRM Registration, Possession report Analyst, SFDC / SAP Report Analysing

M/S Vivo Join may Electronics Pvt. Ltd., Mumbai (Vivo Mobiles)

Sr. MIS Executive

- ❖ Responsible for Triple role i.e. Project MIS Reporting, Sales Analyst & Branding Reporting
- ❖ Maintaining the Daily sales transaction MIS for Head office, Daily sales transaction for every branch Retailers, Promoters, TL & ASM, monthly closing Tar v/s Ach, model wise report on daily basis, ND Transaction, RD Transaction, Dealer Transaction on daily basis.
- ❖ Promoted along with MIS executive to Branding Executive.

Samsung India Pvt. Ltd., Mumbai (Samsung Mobile)

MIS Executive (Sales Team)

- ❖ MIS & Pricing Team lead and responsible for timely delivery of reports and automation
- ❖ Developing various reports such as Region-wise / product-wise / Branch-Plant-wise profitability report, Sales Target, Production & Inventory summary, variance Analysis, Trend analysis, Break-even point Analysis.
- ❖ Work along with the West Regions (Mu, Goa, MP, CG, Gujarat,) Cluster Sales Manager to strategize future growth paths.
- ❖ Handling Escalates from Cluster head / lead / Zonal care

TATA TELESERVICES Maharashtra LTD. (HO), Mumbai

MIS Executive

- Maintaining MIS record and generating daily relevant reports
- Work along with the West Regions (Mu, Goa, MP, CG, Gujarat, MH) Cluster Sales Manager to strategize future growth paths.

Reliance Communication Ltd , Mumbai

MIS Executive

FX Operations:

- Maintaining MIS record and generating daily relevant reports
- Data Extraction, Tabulation, Analysis on prepaid Recharge, Activation, MOU, Revenue for VAS, 3G, U & R Team.
- Daily, Weekly, & monthly analysis & MIS for driving revenue.
- sales Target vs Ach report, ARPU
- Identifying Target Base to Increase Revenue by designing Product on offering Different Value added service vertical like caller Tunes, SMS, GPRS, Voice base Services.

Pecopp Pest Control Services, Mumbai
Service Manager

Vijay Sales Corporation, Mumbai
Assistant Manager

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NOTABLE ACHIEVEMENTS

- ❖ Omkar Realtor:
 - Certificate of Appreciation
- ❖ Vivo Mobile:
 - Popular Personality Award

ACADEMIC CREDENTIALS

B.Com. Maharashtra Board
HSC Mumbai University
SSC Mumbai University

IT SKILLS

Well versed with MS Office Especially **MS EXCEL, MS PowerPoint** and **MS Word**.
Hands-on experience on **MS Access**

PERSONAL DOSSIER

Date of Birth: 29th March 1976.
Resident Address: 44/1498, Jyoti Niketan CHS, Subhash Nagar, Chembur (East), Mumbai – 400 071
Marital Status: Married
Languages Known: English, Hindi & Marathi

REFERENCES

Promptly Furnished upon Request