

# Anand Kumar Bhardwaj

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**Senior and IT Professional**, targeting challenging assignments in **Sales Management / Business Management** with a growth-oriented organization of repute; preferably **India** .

SKILL SET	PROFILE SNAPSHOT
Business Development, Cold calling ,Lead Generation Account Handling  Product Sales Vendor Management Resource Planning, Partner Handling.  Service Delivery Management Project Management Sales & Marketing  Team Management IT Technical Supports Customer Support.	<p><b>Summary:</b></p> <p>Marketing &amp; Service Operation management with 13+ years of Domain experience in Operation &amp; Marketing Management seeking responsible position in a company that will provide me with varied experience.</p> <p>In the process, develop additional skills to address high level challenges and responsibility, and the opportunity for a continued carrier growth.</p> <p>I am specialized in Operation &amp; Marketing.</p> <p>To seek a position which would utilize my skills and abilities in an Industry that professional growth, while, being innovation and flexible.</p>

## PROFESSIONAL EXPERIENCES

**Employee : HP India Pvt Ltd ( Payroll Partner V5 Global Services Pvt Ltd)**

**Nov. 2023 – Current**

**Process Name:** SME, Large Enterprises

**Designation:** Territory Sales Officers

- Maintaining relationships with a customer and channel partners for the business growth.
- Sales Funnel Management: Manage the sales funnel, nurturing leads through various stages.
- Involves identifying potential b2b customers, and partner and building relationships, closing deals with decision makers.
- Identify and target B2b Large and Governments Customer to expand customer base.
- Build strong relationships with clients by understanding their needs and explaining value proposition of HP.
- Schedule and conduct sales meetings with decision makers to understand their needs and recommend suitable HP solutions.
- Lead Generation by Cold calling also from Existing Clients with help of linked also and Conversion of leads received through channels partners & b2b clients
- Preparing short-term and long-term sales plan towards reaching the assigned goals
- Consistently achieve revenue targets in line with team, organizational objectives..
- Proactively identifying cross-selling & up-selling opportunities with the existing customers.
- Identifying references through the existing customer base to increase the sales pipeline.
- Customer Relationship Management .Key Account Management

**Product : HP Printer Supplies, Hp Printer ,Laptop , Desktop**

**Employee : Bharti Airtel Services Limited(Mumbai, Maharashtra, India)**

**Oct. 2022 to Oct. 2023**

**Process Name: SMB Enterprise Business**

**Designation: Account Manager**

- B2B sales, Enterprise Sales and Handling Corporate Accounts.
- On boarding New Client , Hunting New Business, Acquiring New Clients .
- Pitch enterprise and Corporate Large Accounts for the products and services to prospective customers.
- Drive small and medium enterprise, Corporate. Business in the assigned territory.
- Build a strong relationship with Midmarket customers & new prospects and sell Airtel products & services.
- Regular coordination & connection with potential customers on a regular basis and provide product information & product updates to key decision-makers of the customers.
- Immediate response to the customer on queries & complaints & ensure redressal Daily & timely reporting on customer visits, status on leads, and potential business to respective managers.
- Update final sheet as per guidelines & formats. Attend training programs & study the reading material thoroughly to be updated to the latest technologies & features of the products.
- Analyze the business strategy as per daily basis Developing, implementing and executing Product Sales Internet Leased Line, PRI Line, Internet Broadband Connection, Mobility Solutions.
- Enterprise Sales, Corporate Sales.
- Follow up, personalize your message, Shadow your peers, practice your people skills, Be a team player, Know when to walk away, Be honest, Always solve for the customer, Roll with rejection.

**Product:** Sales Internet Leased Line, PRI Line, Internet Broadband Connection, Mobility Solutions.

**Employee: Reliance Jio Limited (Mumbai, Maharashtra, India)**

**July. 2021 to October. 2022**

**Process Name: SMB Enterprise Business**

**Designation: Assistant Manager**

- Drive small and medium enterprise, Corporate. Business in the assigned territory.
- Pitch enterprise and Corporate Large Accounts for the products and services to prospective customers.
- Achieve revenue, order booking and acquisition targets.
- Building and customer level opportunity mapping and sales planning, Obtain permission for network rollout and sales.
- Achieve team productivity and participation as per norms. Spearhead large deals personally along with the team member.
- Manage customer relationships and escalations. Ensure self and team compliance to company policies and processes.
- Lead Generation, Market Research, Email Marketing, Cold Calling, B2B Sales.
- Analyze the business strategy as per daily basis Developing, implementing and executing Product Sales Internet Leased Line, SIP Trunk, Internet Broadband Connection, Mobility Solutions .
- Enterprise Sales, Corporate Sales.
- Follow up, Personalize your message, Shadow your peers, Practice your people skills, Be a team player, Know when to walk away, Be honest, Always solve for the customer, Roll with rejection.
- Business Development, Sale Implements, Price Negotiation, Market Research, Target for Market.
- System Implementation, Strategic Planning, Team handling.
- Conceptually strong with an innovative, detail-oriented and analytical approach to the work.

**Product:** Sales Internet Leased Line, SIP Trunk, Internet Broadband Connection, Mobility Solutions.

**Employee: Rolledge Fusion Pvt. Ltd. (Ahmadabad , Gujarat , India)**

**April. 2019 to March. 2021**

**Process Name: Business Development**

**Designation: Business Development Manager**

- Business Strategy, pricing strategies for products and Cloud Storage, ERP software sale, Social Media Marketing Solution, Software Sales. And Sale Implements, Price Negotiation, Market Research, Target for Market
- New product Development, Business planning as per marketing requirement.
- Cloud Storage, Cloud Support, Social Media Marketing,
- Follow up, personalize your message, Shadow your peers, Practice your people skills, Be a team player, Know

when to walk away, Be honest, Always solve for the customer, Roll with rejection.

- Business Development, Sale Implements, Price Negotiation, Market Research, Target for Market.
- Business Analyst, Root Planning, Material Handling, Quality Control.
- System Implementation, Strategic Planning, Team handling.
- Conceptually strong with an innovative, detail-oriented and analytical approach to The work.

**Product:** Laptop, Desktop , Printers , AMC.

**Employer: Salila Envirotech Pvt. Ltd. (Vapi Gujarat India) .**

**Oct. 2017 to March. 2019**

**Process Name:** Business Development

**Designation: Business Development Manager**

- Developing, implementing and executing strategic Marketing, Business Development.
- Business Strategy, pricing strategies for products and services.
- New product Development, Business planning as per marketing requirement.
- Business Development, Sale Implements, Price Negotiation, Market Research, Target for Market.
- Business Analyst, Root Planning, Material Handling, Quality Control.
- System Implementation, Strategic Planning, Team handling.
- Conceptually strong with an innovative, detail-oriented and analytical approach to the work.

**Product: Industry STP, ETP, RP, Rotetor**

**Employer: Flourish Pure Fods Pvt Ltd. (Ahmedabad Gujarat India) .**

**April. 2017 to July. 2017**

**Process Name:** Marketing

**Designation: Management Trainee.**

- Help managers complete daily tasks (e.g. implementing new policies)
- Understand each department's (Marketing, Sales) daily processes and goals
- Provide administrative support.
- Get familiar with personnel duties
- Participate in company's strategic planning
- Help managers in evaluating performance (e.g. writing reports, analyzing data)
- Keep track of business revenue
- Research ways to increase profitability and lower risk
- Create and give presentations

**Product:** FMCG Products.

**Employer: Net Connect Pvt. Ltd. (Vapi Gujarat India). (Project of IBM)**

**March 2015 to May 2016**

**Process Name:** Desktop Support

**Designation: Desktop Administrator**

- Support role is to provide a single point of contact for end users to receive support.
- Providing support to the clients as per user requirement Installation, administration networks &Maintenance of systems hardware and software and related to Clients needs.
- Assembled including Laptops in the Connect with Domain as well as Work group environment within Windows Platform.
- Providing support to the client as per requirement of the users. Operating System, Windows 7,8, 9,2000,XP, VISTA ,MS Outlook.
- Windows Live Mail, Mozilla Thunderbird ,Zimbra Configuration and Internet connection sharing, Remote Control etc. Project of IBM client Pidilite Industries Ltd.

**Employer: Afforserve.com Ltd. (Project of HP).( Vapi Gujarat India )**

**October 2014 to Jan 2015**

**Process Name:** Desktop Support

**Designation: Desktop Administrator.**

- Providing support to system warranty to the clients as per user requirement Installation administration networks & Maintenance of systems hardware and software.
- Related to Clients needs and assembled including Laptops/Desktop in the Connect with Domain as well as Workgroup environment within Windows Platform.

**Employer: HCL Infosystem LTD.****October 2011 to October 2014****Designation: Desktop Customer Support Engineer****Process Name: Desktop Support**

- Providing support to the clients as per user requirement Installation, administration networks & Maintenance of systems hardware and software and related to Clients needs.
- Assembled including Laptops in the Connect with Domain as well as Workgroup environment within Windows Platform.
- Providing support to the client as per requirement of the users. Operating System, Windows 7, 8, 9, 2000, XP,VISTA.
- MS Outlook, Windows Live Mail. Mozilla Thunderbird, Zimbra Configuration and Internet connection sharing, Remote Control etc. Client Garden Silk Mills Ltd .

**ACADEMIC DETAILS**

<b>Education: Qualification</b>	<b>Institute</b>	<b>Board/ University</b>	<b>Year of Passing</b>	<b>CGPA/ Percentage</b>
PGPM/MBA	Symbiosis Institute of Management Studies, Pune	Symbiosis International University	2017	6.02
BCA	ITC Technosoft	MCRP University Bhopal	2011	67.56%
12th	National Inter Collage	Allahabad Board	2007	53.2%
10th	National Inter Collage	Allahabad Board	2005	48.16%

**Key Projects:**

- Garden Silk Mils Surat Gujarat, Pidilite Industries Ltd. Vapi Gujarat .
- Received award for Best Customer Support during HCL Ltd in 2013.
- Participation in Entrepreneurial Competition "Market Beat" which was on Food Business theme during the PGPM at SIMS in 2016-17.
- Research at Radio cab during PGPM at SIMS In 2016-17
- Projects at IT implementation Challenge in supply chain Management during PGPM at SIMS In 2016-17.
- Participation in Cricket Tournament.

**Hobbies:** Singing, Music, Cricket.**Date:****Place:****Anand Kumar Bhardwaj**