# KIRAN PATIL

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Operation Management, Business Development,Training & Development,

Retail Sales, Enterprise Sales, Team Management, Channel Management

**Snapshot:** Senior management professional with 18 years of experience in telecom & fintech

* Significant exposure of various aspects Strategic Planning, Marketing,Business Development, Team Management
* Possess ability to grow through implementing leadership initiatives business environments
* Skilled in overcoming complex business challenges and make high-stakes decisions using experience backed judgment, strong work ethic and integrity
* Visionary leader with exceptional organization skills, excellent communication, presentation and interpersonal skills, motivating staff to peak performance
* Areas Handeled: Pune,Kolhapur, Satara, Sangli, Ratnagiri,Sindhudurg, Goa, Solapur, Latur, Osmanabad, Aurangabad, Nanded, Parbhani, Hingoli, Madhya Pradesh & Chhattisgarh

**Professional Experience**

**Paytm (One97 Communications Ltd) ~ Area Sales Manager~ Pune**

**January 2022 to Till date**

**Job Profile:**

* Responsible for selling EDC devices
* Handling team of 7 TL and 90 FSEs
* Handling territory Pune, North Maharashtra, West Maharashtra & Marathwada
* New acquisition from retail market & bank
* Maintain quality, hygiene, maintain churn, service ticket closures
* Upselling- Bank & brand EMI, device upgrade, lending

**Accomplishments:**

* Consistent top performer in the region
* Awarded star performer National level in February & March 2022

**Mswipe Technologies Pvt Ltd ~ Zonal Head~ Madhya Pradesh & Chhattisgarh**

**November 2020 to December 2021**

**Job Profile:**

* POS & QR acquisition with team of 5 Managers and 100 ASOs
* Handled territory of Madhya Pradesh & Chhattisgarh
* Tie up with cooperative banks and generate business
* Generate business from retail market and tie up banks
* Responsible to sell products POS, Micro ATM, MQR, PBL

 **Upgraded to Zonal Head in July 2021**

**Mswipe Technologies Pvt Ltd ~ Area Sales Manager~ Kolhapur & Goa**

**Accomplishments:**

* Highest cooperative banks tie up from assigned territory in the circle in January 2021
* Nationally topper in January 2021

**Job Profile:**

* Taking care of POS acquisition with team of 3 Managers and 30 ASOs
* Handled territory Kolhapur, Sangli, Satara, Ratnagiri, Sindhudurg, Goa

**Cubictree Technology Solutions Pvt Ltd ~ Area Manager~ Pune**

**September 2019 to November 2020**

**Accomplishments:**

* Added 300 enterprises accounts as listed to be addressed in the focused group
* Highest revenue achievement in JFM 2020
* Highest number of accounts cracked in March 2020 nationally
* 27 new accounts from Banking& Corporate segment from the assigned territory in OND Quarter.

**Job Profile:**

* Handled team of 4 Assitant Managers
* Segment wise focus to drive new business and generate Revenue from untapped and competition accounts.
* Accountable for incremental revenue from existing base via retation/ cross sale/ upsale

**Square Yards Consulting Pvt Ltd ~ Area Manager~ Pune**

**Jan 2019 to September 2019**

**Accomplishments:**

* Appointed 5 sub channel partners to strengthen business in different teritorries in allotted area
* Created buzz in market by doing various promotional activities in segmented geography
* Highest revenue in April 2019

**Job Profile:**

* Meeting developers and draw strategies to generatye overall business for organization
* Ensure smooth functioning of process by way of maintain input matrix and review it on regular intervals
* Driving team towardsnew customer acquisitions by doing presentaion at Corporates ,market activities, Road shows and various promotional campaigns

**Vodafone Idea Ltd ~ Area Sales Manager~(Solapur & Pune)**

**May 2015 toDecember 2018**

**Accomplishments:**

* Rated as Talent Pool Member of Aditya Birla Group (DAC) and Promoted to ASM role
* Distinguished as rated as an HIGH Achiever in the last fiveperformance appraisals
* Ever highest 1800 data card sale in MH & Goa circle in the month of Feb- 2016
* Highest activations 5970 in Nov- 2017

**Job Profile:**

* Managing 35 channels in Pune aimed at increasing reach & penetration.
* Ensure smooth functioning of post-paid sales across the channel network comprising of 35 authorized channel partners through a team of 5 direct reports
* Build/ maintain productive business relationship with existing clients and prospects aimed at identification/ development of new business opportunities
* Focus on new customer acquisitions with 85% VLR, sale of products like lease line, IVR, WFT, conference facility etc. to corporate houses
* Maintain acquisition quality, bad debt and churn percentage within permissible limits
* Conduct training sessions for team members based on identification of training requirements

**Upgraded to Manager in April 2015**

**Key Accounts Manager- Corporate Sales (Kolhapur & Pune) September 2010 to April 2015**

**Accomplishments:**

* Rated as Exceeds Expectation for 4 consecutive years in row and upgraded to Manager in 2015.
* Qualified for GO GOA postpaid contest in circle for FY 2012-13
* Qualified for GOA CALLING postpaid contest in circle for FY 2013-14
* Got award from COO for Highest Data Business in circle for FY 2013-14
* Picked 375 COCP data cards deal with Annual Advance rental
* For 4 months consecutively I was topper in circle in all KAM/TSM and NAM across circle in Fy12-13
* Rental Value target achievement of 167% that is Rs 1287725 in August 2017 which was best in vertical
* Implemented a pilot project of dual responsibility of managing Channel Sales along with Direct Sales Team (DST), for increasing SME penetration in Sangli/Satara.

**Job Profile:**

* Lead a team of 4 distributors DSA,4 ICSL TSEs and 9 Business Development Officer out of which two are 4 on rolls. All reporting directly to me.
* Accountable for channel profitability and maintain low level of attrition for trade.
* Accountable for channel expansion, business extraction and outlier
* Generating voice, data and enterprise business within the assigned territory from farming and hunting accounts.
* Increase COCP contribution and capture key competition account , maintain quality business and continuous tracking by measures of healthy VLR,FBD SBD ratio.
* Promotion camps, presentations and tent activities in market areas like MIDC, SMEs and government accounts.
* To sale Enterprise business solutions in existing and competition accounts to generate more revenue for the organization.

**Syntel, Arvind Ltd (Telecom Division) Pune ~ Assistant Manager Sales**

**June 2009 to Sept 2010**

**Accomplishments:**

* Closed 15 E1 PRI lines along with Epabx from a single account in June-2010
* Awarded 6 times as “performer of the Month”

**Job Profile:**

* Sale of Epabx system along with E1 PRI lines in corporate accounts
* Recruit channel partners and generate business of Epabx
* Building relationship with telecom operators

**Reliance Communications (Reliance HR Services Pvt Ltd)Pune ~ Sr. Associate Manager**

**Mar 2007 to June 2009**

**Accomplishments:**

* Highest 240 Mobile connections activated from a single account in July 2008
* Highest sale 648 in the month of Jan-2009
* Highest 210 Data card sale in the month of Dec-2008

**Job Profile:**

* Sale of Group Mobile, Data Card, USB modem and Fixed Wireless Phone
* Handled Key accounts

**Reliance Infocomm Ltd. (NIS Sparta Ltd.) Pune ~ Sales Executive ~ Broadband**

**Jan 2005 to March 2007**

**Accomplishments:**

* Achieved above 70% market share in the commercial buildings.
* Topper in Maharashtra in Broadband Sale at 12 times and on 3rd rank in all over India in June-2006

**Job Profile:**

* Handled a team of 8 Field Sales Associates and 6 Jr. Sales Associates.

 Launch Reliance Broadband and Wire Line Services in assigned BAN

* Expand Reliance Broadband Fiber Optic network by connecting all the building in assigned territory and create scope for sale and launch Reliance Broadband, Telephone services like Telephone and E1-PRI.
* Handled Key Accounts and SME accounts.

**Reliance Infocomm Ltd. (NIS Sparta Ltd.) Pune ~ Sales Associate**

**Nov 2003 to Jan 2005**

**Accomplishments:**

* Achieved the highest sale for the product FWP/FWT (Fixed wireless Phone/Terminal) in May-2004
* Highest Mobile Sale in Monsoon Hungama promo for Reliance India Mobile in Dec-2004

**Job Profile:**

* Selling for Reliance India Mobile and WFP & WFT phones.
* Retail Sale of Mobile, FWP and FWT in SME and residential segment
* USB and PCMC data card sale activity in the residential area and company premises

**Academics**

* **Master of Computer Management -**Pune University 2003
* **Bachelor of Arts -** North Maharashtra University 2000

**Date of Birth:** 6th December 1979

**Languages Known:** English, Hindi and Marathi