**Chauhan Muhalla, Gr Floor, Iqbal Bhavan, Near Sunrise School, Madanpur Khadar,** New Delhi - 110076

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# Cell No. 92192100588

# CHANDRABHAN SINGH CHANDEL

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###### Dynamic professional with 12 years of experience in Sales Management, Visionary Leader and a good team player with notable interpersonal skills. Recognized for outstanding work ethics, integrity and team management, looking for an opportunity to enhance my existing skills & work experience in a professional & growing organization.

**Career Goal**

To give in and contribute the skills and education that I have acquired into a challenging and tough sales situation in order to achieve the desire result.

# Academic Qualification

**B.Com Graduate 1997 – 1998 Mumbai University**

###### Graduate from Vivekananda Education Society College of Arts, Science & Commerce.

###### Professional Experience

**Currently Working with** **Tata Teleservices Limited as ASM- Customer Relationship Manger – Wireless ( Enterprise Business Unit )**

**(20th December 2010 – Till date)**

**Current Profile Job Involves**:-

* Taking care for all wireless product sales and after sales support for my said of accounts nearly 4k across Delhi NCR region.
* Helping team and Channel Partners for accruing new business and resolving customer quires for any wireless issue raised with in the said SLA.
* Sole responsible for my cluster for wireless growth ( Maintaining for old revenue + adding new sales on sets of accounts)
* Training Channel partners Fos with new product and services and updating time to time with current competitions new updates in telecom sector.

**Works as ASM and BDM in Delhi NCR for SME A customer**:-

**The job involves: -**

* Leading 4 Channel Partner & 10 dst direct reporting, taking care of Recruiting, Training and Ensuring right kind of focus and motivation that maintained in the team for the entire month to achieve the set target.
* Strategic segment wise planning to promote all Telecom products such as Voice & data ( Wired & Wireless)
* Regular follow-up on new business opportunities available in the area with a keen eye on further possible potentials to be maximized in the existing market and to penetrate the SME customer in South Delhi.
* Ensuring targets to be achieved with all the hygiene factors like good customers with high ARPU and with proper documentation as per TRAI guidelines.
* The key objective is to increase the telecom share in the accounts by incorporating product and ideas to suit their business and increase the efficiency and CEA (Cost Effectiveness Analysis).
* Ensuring the required team efforts is put in the right direction by the DST team to achieve the set targets / goals for the period.
* Focusing on high ARPU products (Mobiles / DEL / Data Card).
* Retention of old team members in order to keep right team combination, and to upgrade the competencies of Sales Team.

**Previous Experience**

**Worked as Sr. Sales Executive with Tata Teleservices Maharashtra Limited**

## (June 25th 2007 – December 20th 2010)

**The job involves: -**

* Recruiting, Training & Monitoring of Direct Sales Team (Field Executives) with team size of 30 Field officers & 3 Team Leader.
* Ensuring that they have complete Product Knowledge & Regular Updating the team on new Products & Services
* Ensuring that the team efforts are put in the right direction in order to achieve the set targets / goals for the period
* Strategic segment wise planning incorporated for directing the team to promote all products like FWP, Voice Data Card & CDMA Mobile for SME / Corporate clients, currently looking after the areas from Central Mumbai from Dadar to Thane & Harbour from Thane to Panvel.
* Regular follow-up on new business opportunities available in the area with a keen eye on further possible potentials to be maximized in the existing market
* Ensuring that the right kind of customers are acquired by the sales team so that company can generate good revenue & maintain good ARPU for the Company
* Regular Road shows in High rise Residential / Malls / Commercial Complex to maximize sales and ensure good market share. Also conduct blitzing activity in commercial buildings / MIDC to generate more business.

**Andromeda Marketing Private Ltd. (September 10th 2003 –June 25th 2007)**

**Associates for TATA TELESERVICES (Maharashtra) LTD. Formerly Hughes Tele.com (India) Ltd**

###### Job Involves

##### Team Leader

* Selling of Basic Telecom Services wireless products such as Walky, CDMA Mobile & Data Crads. Also selling wired line dels in high class residential areas.
* Managing a team of 7 Executives, Responsible for individual as well as Team Target.
* Building Relationship with the customers and generate good ARPL (Revenue) for the Company.

**Perfect teleshop Limited** **(November 2002 –September 2003)**

**Job Profile** - Executive Sales

* Involved in Commercial offices as well as Residential Shop line as a Frontline Sales Executive, the business was mainly on Cold Callings for selling PCO, STD connection with machines. Also selling Epabx machine to commercial customer.
* Selling Area New Mumbai.

**Sakshi Enterprises (January 2001-November 2002) was Partnership firm**

**Job Profile – Worked** as Partner

* Dealing with Cocktail & Mock tail umbrellas with fancy straws & tooth picks
* Major client: - Jewel of India, Taj Presidency, Yogi Groups, Shikara Hotels, Days Inn.

**Gamine Inc Limited**  ( November 1999 – January 2001)

**Job Profile – Worked as Team Leader**

Selling corporate gifting in area of New Mumbai to Corporate & Sme segment

Job involves collaborating products of Gillette India, Oral, and Duracell Battery & Bourn Products.

###### Cadbuary India ( August 1999 – October 1999 )

Job Profile – Worked as Sales Executive

Selling institutional sale in corporate sector for Diwali Occasion

###### Adi Soap Products ( September 1998 – March 1999)

Job Profile – Worked as Account Assistance.

Handling all statements of account, maintaining all book of account.

###### PROFESSIONAL STRENGTH

* Global Mindset and diversity
* Ability to Adapt changes smoothly
* Ability to produce results
* Sound Computer Skills
* Creativity & Objectivity
* Team Leader and people management skills

### Professional Achievements

* **Awarded as** **Dhronachary award from Tata Teleservices for maintaining highest gross sales in Mumbai, with limited churn along with 95% revenue collected. Also maintaining low attrition ratio of sales associates April 2009 t0 March 2010.**
* **Awarded for highest sales of 125% activation on month of September 2004**
* **Awarded as Sales performance of the month for highest sales of 200% activation in month of August 2013 for Delhi NCR Region.**
* **Awarded as Top Gup 16-17 (Received by top 1% pan India ) which gives Company Tour for couple outside India**
* **Awarded for top performance Pan India number 1 Wireless Cam 16-17.**

# Additional Qualification

Completed one Year course from C- Cat institute

**Operating System Knowledge:** Windows 98, MS –Office 2000.

### Personal Details

**Date of Birth** : 15th March 1977

**E-mail** : [chandrabhansinghchandel1977@gmail.com](mailto:chandrabhansinghchandel1977@gmail.com)

**Marital Status** : Married.

**Nationality** : Indian

**Language Known** : English, Hindi, Punjabi & Marathi.

**Permanent Address** : Village and P/O Barwar , Tehsil :- Dehra Gopipur, Distt :-

Kangra, Himachal Pradesh 177101

**Extra Curricular Activities and Hobbies: Playing Games & watching T.V.**

**Current CTC :- 8.64 LAC per annum .**

**Expected salary growth as per industry norms 20 to 30%**

**Preferable and ready to relocate at any part of Punjab, Delhi NCR, Himachal Pradesh or Navi Mumbai.**

**Reference**: As per required.