



**Ankur Pundir**

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**Current Location:** Noida, India

Seeking assignments in **Business Development, Business Analysis & Account Management** with a leading organization

#### PROFILE SUMMARY

Ex-Paytm| 10+years' experience in Digital/Telecom/Enterprise Domain| Business Development & Account Management Professional in MENA,SAARC, SEA & CIS Region| Handling Clients in India, Nepal, Srilanka, UAE, Afghanistan, Myanmar, Tajikistan, Bangladesh, Kuwait, Oman, Maldives etc.

*Business Development  
Planning & Organizing  
Business Analytics*

*Account Management  
Customer Excellence  
Sales & Operations Management*

*Robotics/Automation Solution Selling  
Service Delivery Excellence  
Innovations & Best Practices*

- Ability to Work independently and hunting for organization.
- Doing Business Development /Account Management for MENA/SAARC/SEA/CIS region operators like Airtel (India), Ncell (Nepal), Mobitel (Srilanka), Etisalat (Afghanistan), Etisalat (Srilanka), Dialog (Srilanka), Airtel (Srilanka), Mytel (Myanmar), Amanda (Myanmar), AWCC (Afghanistan), du Telecom (UAE), Ooredoo (Qatar), Roshan (Afghanistan), Smart Telecom(Nepal), Tcell (Tajikistan), ZET Mobile (Tajikistan) , Viettel (Vietnam), Abiscom (Thailand) etc.
- Handling messaging voting platform for media customers.
- A2P messaging sell to Enterprises in Nepal and Bangladesh.
- Managing CRBT platform for Etisalat & Roshan, Afghanistan & Smart Telecom, Nepal from business side.
- Strong project management skills with proven ability to estimate, plan, execute and control projects effectively to deliver agreed upon scope on time within budget
- Responsible for Exploring New business opportunities in MENA/SAARC/SEA/CIS region.
- Key experience in selling IT solutions within above specified regions.
- Leadership and management skills with proven ability to mobilize and energize project teams to deliver results
- Experience in implementation of various 3G,4G offerings, CRBT,SMS, Voice, APP,WAP and USSD based services, Self Care Portals, Revenue & Usage Enhancement Products, Churn Management, Campaign Management, Customer Communication led Products, PCN, Pre-Call, In & Out Dialers, CMS, Insta Alert etc. at multiple telco environment.
- Key expertise in Program Management, Project Planning, Integration and Delivery (Project Management), Managed Service Operations, Budgeting, Vendor Management, Cost Control, Customer support as per SLAs. Strong Team Management skills coupled with strong analytical skills, data driven, hands-on Telecom, VAS expertise and maintain focus on achieving bottom line results.
- Manages projects cost effectively by proper Estimation, Risk Assessment, Periodic reviews, Reports to management & also ensuring various SLA's and KPI's
- Significant experience of working with customers, project managers & technical teams for securing & executing concurrent projects
- Proven ability to enhance operational effectiveness and meet operational goals within cost, time & quality parameters

## ORGANIZATIONAL EXPERIENCE



Since July'19-Present :  
Clients/Partners Handled :

**DiGiSPICE Technologies Ltd.**  
**Etisalat (Afghanistan), AWCC (Afghanistan), Roshan (Afghanistan), Ncell (Nepal), Mytel (Myanmar), Tcell (Tajikistan), Telenor (Myanmar), Ooredoo (Myanmar), du (UAE), Ooredoo (Qatar), Ooredoo (Kuwait), Ooredoo (Maldives), Ooredoo (Oman), Mobitel (Srilanka), Airtel (Srilanka), Etisalat (Srilanka), Airtel (India), Dialog (Srilanka), Vodafone (Egypt)**

**Role : Senior Manager International Business Function**

- Looking after business prospects in MENA/SAARC/SEA/CIS region.
- Actively seeking new business opportunities in Telecom & Enterprise across SAARC/MENA/SEA/CIS region.
- Actively participating in various RFP's across Banking & Education sector in MENA/SAARC/SEA/CIS region.

Since Jul'16- July'19 :  
Clients/Partners Handled :

**Spice Digital Ltd**  
**du, Etisalat, Roshan, Ooredoo (Qatar, Oman, Kuwait, Maldives), AWCC, TIMWE, Gamepix, Qanawat etc.**



**Role : Manager International Business Function**

- Actively seeking new business opportunities and innovations which qualify as profitable avenues for company to pursue in MENA & South Asia region.
- Currently Heading accounts of Du Telecom, AWCC (Afghanistan), Etisalat (Afghanistan), Roshan (Afghanistan) etc.
- Worked Closely with CCO, VP, CMO, CFO & VAS Managers along with cross functional teams of above Operators to ensure product delivery and revenue achievement.
- Direct agreement with AWCC, Afghanistan to launch IVR/WAP/APP/SMS/CRBT/USSD services.
- Initiated agreement discussion with Ooredoo Group for Qatar, Kuwait, Oman, Iraq & Maldives.
- Initiated agreement discussion with Onmobile to provide CRBT content in du, Dubai.
- Launched Karaoke APP in Afghanistan Telco's.
- Launched USSD based services in Afghanistan Telco's.
- Launched SMS based services in du, Dubai.
- Strategize and plan service marketing activities to drive customer adoption and usage of Spice Digital portfolio of services.
- Managing & supporting large bids from pre-sales perspective.
- Consultative, Value Proposition / Business Case driven pre-sales methodology.
- Responsible for Analyzing competitive products in the market and create strategies to counter competition.
- Responsible for Aggressive planning to win accounts across geography.
- Working closely with Customer, cross functional team and Senior Management to get deals to closure.
- Actively participating in RFP closure and submitting business proposals.

## ORGANIZATIONAL EXPERIENCE



Since Apr'13- June'16 :  
Clients/Partners Handled :

**One97 Communications FZ LLC Dubai / Paytm**  
**du, Etisalat, Roshan, Ooredoo, AWCC, Timwe, Intigral etc.**

**Role : Business Development Manager/Account Manager**

- Business Development /Account Management for middle east/South Asia operators like Du Telecom (UAE), Roshan (Afghanistan), AWCC (Afghanistan), Etisalat (UAE), Etisalat (Afghanistan), Ooredoo (Oman), etc.
- Developed new products and enhanced existing products.
- Responsible for Exploring New business opportunities in Middle East and other markets. Ex Kuwait, KSA, Myanmar Afghanistan etc.
- Worked Closely with CCO, VP, CMO, Marketing Director, VAS Manager along with cross functional teams of above Operators to ensure product delivery and revenue achievement.
- Responsible for making Sales strategies to achieve predefined target.

- Develop and implement effective business plans to push our product in defined markets.
- Communication and promotion planning for VAS/ARPU products and services with mix of ATL and BTL.
- Ensuring Achievement of Revenue targets for all Operators that are assigned as per AOP.
- Launch of New Products in Voice/SMS/WAP/ARPU and taking care of requirements coming from all operators.
- Work closely with cross functional teams- operations and technology teams to ensure product delivery and management.
- To Develop marketing plans for promoting services via SMS, auto dialers, USSD, in dial cross promotion across all operators.
- Promoting new products/ideas in defined markets through regular presentations.
- Coordinating customer projects with all involved parties.

**July'12- March'13 :**  
**Clients/Partners Handled :**

**One97 Communications Pvt.Ltd. India / Paytm**  
**Reliance, Airtel, Tata Indicom, Vodafone, Uninor, Aircel, UTV etc**



**Role : Senior Associate ( Revenue Enhancement & Content Alliancing )**

- Responsible for revenue enhancement & achievement of Voice/SMS/WAP products across of One97 products across pan Operator in India.
- Work closely with Account Heads to achieve the set AOP for Voice/SMS/WAP products.
- Looking after content alliancing for all live product from India and Middle East Operators through different vendors and responsible for billing and payment on behalf of One97.
- Responsible for Revenue enhancement for One97 CRBT content across pan operators in India and monitoring performance working closely with Account heads directly.
- Work closely with cross functional teams- operations and technology teams to ensure product delivery and management.
- Driving business development including Services marketing, Sales support Pre-Sales activities.
- Working in concert with the teams within MS and working closely with the Delivery management and Relationship Management teams outside MS.
- Building close relationships with customers and regional sales teams.

**July'11- July'12 :**  
**Clients/Partners Handled :**

**One97 Communications Pvt.Ltd. India**  
**Reliance (Upper North, India)**



**Role : Circle Manager (Business Development)**

- To handle ONE97 sales, revenues and billing/pay-outs for RELIANCE Punjab, Haryana, Himachal, JK and Delhi circles for VOICE, SMS, WAP and Tele calling via Out Bound Dialing, In-Bound dialing, SMS, WAP and Tele calling Promotions by sitting at Client end (Reliance Communications, Chandigarh).
- Playing role of front end Client (operator) interface and making internal team work accordingly.
- Handle all UNR(Prepaid/Postpaid) promotions in Punjab, HP, JK & Haryana through OBD & IBD.
- Handle all SMS & WAP promotions in Punjab, Haryana, HP & JK.

**EDUCATION**

2008	BTEch from Galgotia College of Engg. & Tech (CS) with 70%.
2011	MBA in Information Systems Management from University of Petroleum & Energy Studies, Dehradun with 81%.

## PERSONAL DETAILS

Date of Birth: 5<sup>th</sup> September, 1985  
Languages Known: English, Hindi  
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**Hold UAE Driving License till 2025.**

## References

**1. Mr.Rohit Vaishnava (Senior Manager Consumer VAS & Adjacent Business Commercial)**

Organization – Du Telecommunication, UAE

Email Id -- [Rohit.Vaishnava@du.ae](mailto:Rohit.Vaishnava@du.ae)

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**2. Mr.Abdullah Gaber (CCO & Sales Head)**

Organization – Etisalat, Afghanistan

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**3. Mr.Akanshoo Kumar (Senior Manager Consumer VAS & Adjacent Business Commercial)**

Organization – Du Telecommunications

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**4. Mr.Saurabh Bhatnagar (Director,Financial Services & Innovation)**

Organization – Du Telecommunications

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**5. Khaled Nuseibeh (Commercial Executive, Careem)**

Organization – Careem

Mobile No -- +971556069101

**6. Anoop Sharan (Ex CTO, Airtel Africa)**

Organization – Tata communications

Mobile No -- +919818344264

**7. Huong Le ( VAS Director )**

Organization – MyTel (Myanmar)

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