

# JAWAHAR SINGH

## SENIOR LEVEL ASSIGNMENTS



An accomplished professional with a dynamic career in **Sales & Marketing / New Business Development & Product Management** across multiple categories, managing multi-media campaigns across the country, leading high growth and new brand launches.

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### SENIOR PARTNER MANAGER – ENTERPRISE REGIONAL SALES

Tata Teleservices Limited, MP CG & ROM

### Personal Details

**Date of Birth:** 2<sup>nd</sup> January 1985

**Languages Known:** Hindi & English

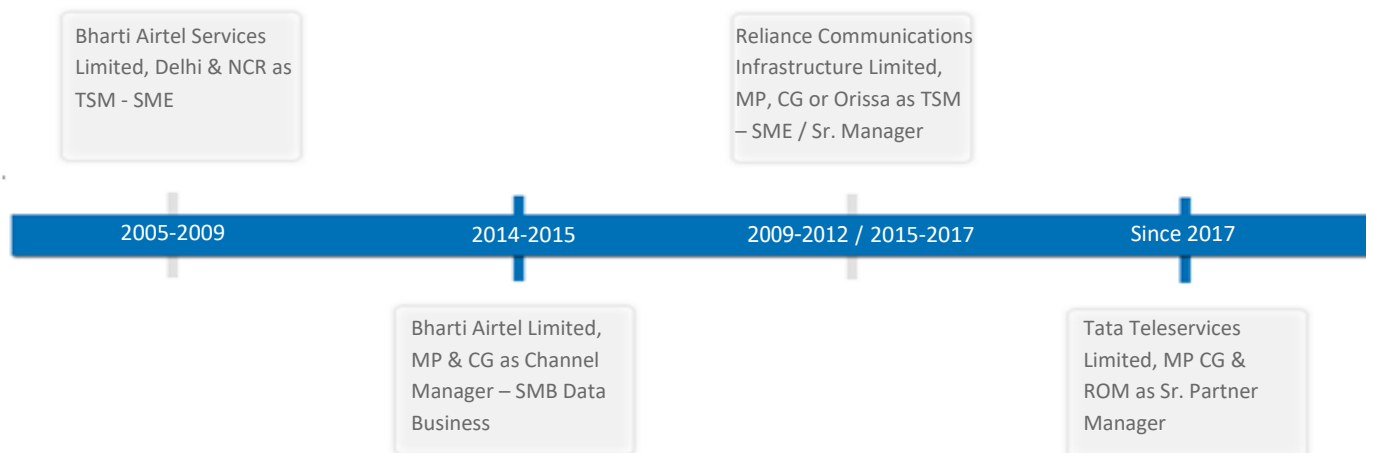
**Address:** Flat No. 168, 5<sup>th</sup> Floor Didwania Regency, Ring Road No. 1, Raipur, CG 492001, India

**Industry Preference:** Telecom, IT, Banking, NBFC and Integrated

### Profile Summary

- A competent professional with **nearly 12 years** of experience in Sales & Marketing, Business Development, Product Management, Channel Management and Customer Relationship Management in Telecom industry
- Proven success in managing complete sales cycle with merit in negotiating lucrative contract terms and consistently closing business transaction
- Hands-on experience in managing products like ILP, MPLS, DLC & NLD, MPLS, PRI, SIP Trunks & Cloud Solutions, CDN, Teleport and OTT
- Proven capabilities in developing strong business relationships with customers; experience in managing large accounts and territories as well as finding and converting prospects to customers
- Expertise in driving large scale revenue & profit gains; skilled in developing relationships with distributors by identifying the strength of each partner and coordinating with them for effective business development
- Got appreciation letter for Sales & Revenue in west hub for FY 2017-2018 From the Regional Operation Head - **TTSL on the Spot Award & TTSL Hi Flier Award, Bangkok Trip**
- Excellence in planning & achieving gross profit objectives & product wise performance goals of business unit in a manner that is sustainable, process driven & consistent to company strategies
- An innovative & creative professional with strong planning, communication, interpersonal, presentation & negotiation skills

### Career Timeline



### Core Competencies

#### Sales & Marketing

Business Development

P&L Accountability / Turnaround Management

Product & Channel Management

#### Territory Growth Management

Customer Relationship Management

Market & Competitive Analysis / Customer Acquisition & Market Share

Product Launch & Promotions

## Organizational Experience

### Tata Teleservices Limited, MP CG & ROM Sr. Partner Manager – Enterprise Regional Sales

Since Feb'17

#### Role:

- Managing entire key account management function of large customers across the globe along with new corporate accounts & cross-sell/up-sell in existing
- Formulating market expansion strategies and maintaining relations with clients to generate leads for further business
- Enabling business growth by developing and managing a network of channel partners across assigned territories
- Monitoring distribution networks to ensure ready availability of the product at all times
- Assessing requirements & conducting negotiations for delivering need based products to key clients
- Providing the customer service in order to increase the client satisfaction and for the new product introductions
- Spearheading corporate communication, brand image building and product awareness campaigns; facilitating distribution schedule for wide range of products in the market through distributors
- Transforming the sales team from product selling to solution selling and winning against competition while managing a healthy pipeline for every quarter

#### Significant Accomplishments:

- Administered:
  - Various products like ILP, MPLS, DLC & NLD, MPLS, PRI, SIP Trunks & Cloud Solutions, CDN, Teleport and OTT
  - Major clients like SB Multimedia Private Limited (IBC24 News Channel), ITM University New Raipur, Elxer Communications Data Centres Private Limited Foxtel Telecommunications Private Limited and so on
- Augmented revenue by 200% and market share by 30% through the implementation of retention & cross-sell strategies
- Developed strategic and operational sales plans which resulted in 100% increase in overall revenue and gross margin

### Reliance Communications Infrastructure Limited, MP, CG or Odisha Sr. Manager – Global Enterprise Business

Jul'15 – Feb'17

#### Significant Accomplishments:

- Supervised entire life cycle management of customers for acquisition, customer care and collections with revenues of GDR Educational Society (Rungta Group of Campuses) Crores
- Managed sales targets & collection targets and also directed a team 20 members (indirect employees) for managing sales, collections and customer issues
- Ranked 1<sup>st</sup> in MPCG & Odisha and won the trip of New Zealand in 2016
- Acknowledged with:
  - Appreciation Letter in recognition of achieving 2<sup>nd</sup> highest sales & revenue in circle for FY 2015-2016 from the Circle Head
  - Performance Award Consistent in recognition of outstanding performance in 2016
  - Got New Zealand Trip in 2017.

### Bharti Airtel Limited, MP & CG Channel Manager – SMB Data Business

Oct'14 – Jul'15

#### Significant Accomplishments:

- Managed business extraction, competition tracking, channel partner's ROI and KPI tracking, and ensured process compliance
- Led channel partners as per the AOP/stretched monthly targets
- Developed channels with sales planning and achieved target successfully
- Administered various customers like IBC24, Amity University Raipur, Bhilai Institute of Technology, Hidayatulla National Law University Raipur and so on
- Spearheaded a team of 30 members indirect employees for managing sales & customer issues

## Previous Experience

Reliance Communications Infrastructure Limited, Delhi & NCR  
TSM - SME

Sep'09 – Aug'12

Bharti Airtel Services Limited, Delhi & NCR  
TSM - SME

Jun'05 – Aug'09

## Academic Details

- **MBA (Marketing & IB)** from DVE Meerut / Uttar Pradesh Technical University Lucknow in 2014
- **B.Sc. (PCM)** from NAS College Meerut/ CCS University Meerut in 2005

## Skill Set



## Certification Course

- NCC C Certificate from 71 UPBN NAS College Meerut Army Wing in 2005