

Deepak Joshi

D-1102 Golden Sand Apartments, Old Ambala Road, Dhakoli, Zirakpur, Punjab, 140603

Contact: +91 9855549995; E-mail: deeppakjoshi05@gmail.com

Alternative Address:

D-2/16, Niti Khand -3

Rail Vihar

Indirapuram, Ghaziabad, UP

Business Development ~ Channel Sales ~ Network Expansion & Retention ~ Operation ~ Team Management, Team Training & Grooming ~ CRM Sales ~ Customer Acquisition Strategies ~ Market & Competitive Analysis ~ Negotiation skill ~ Sales Strategy ~ Consultative/ Solution Selling ~ Pricing and Proposals ~ National Accounts ~ Strategic Planning ~ ATL & BTL.

A result-oriented professional with a total work experience of 24 years in Marketing, Sales & Business Development Management, along with a good academic background, that will provide a challenging opportunity to significantly contribute to a company's efficiency, organization, growth, and profitability.

Profile Summary

- Capable of administering managerial task, besides having a positive frame of mind to support and work on new ideas and concepts to follow organization SOP.
- Leading and developing business opportunities and marketing strategies to maximize growth and profitability with innovative individual with proven management, sales, marketing and new business development skills.
- Consistently achieve top ranked performance in every position by bringing revenues and profits to new heights.

Professional Span

Yelow Autofin (Yelow Payments Pvt. Ltd) Business Head-Sales, Operating & Network

Responsibilities:

- Handling complete operations of the company, Network Development, Lender Tie Ups, Channel acquisition, Channel management, Market development, Manpower recruitment Grooming and training etc.
- Tie up with Lender (Nationalize & Private Banks & NBFC) Code generation & Limit setting with MOM basis payout discussion to organize the retail finance to the channel.

- Volume Tie-ups with the dealers n DSA for MOM basis growth.
- Ensuring timely disbursement from the lenders to Yelow to Channel also the payout.

Sovereign Solutions pte ltd

July'21 Till Dec'22

- consulting them to launch the software solution within India moreover North India
- helping them to build the network, sales team and sales

Kuwy Technology Services Pvt Ltd.

Feb'20 to April' 21

Vice President-North & East

Responsibilities:

- Handling complete operations of the company in the assigned viz. Network Development, Lender Tie Ups, Channel acquisition, Channel management, Market development, Manpower recruitment and training etc.
- To deliver annual budget.
- Tie up with Lender (Nationalize & Private Banks & NBFC) to organize the retail finance to the channel.
- Volume Tie-ups with the dealers for month-on-month basis growth.

Achievements:

Launched Kuwy Technology Service Private Ltd at all the North India Market-Delhi, UP, Punjab, Rajasthan, Chandigarh and other Market successfully.

Tied Up with most of Private & Government lenders nationally and locally to run the state wise business and set the disbursement TAT.

Tied up with approx. 250+ active dealers/DSA in all the North & East market.

Nitco Tiles Ltd

Business Head Channel Retail & Project Sales, Network & operation -North

Responsibilities:

- Manage new business development and sales strategic planning to maximize growth and profitability.
- Track Market trend & Competitor activities.
- Track new projects and ensure maximum tie-ups to ensure the routine business.
- Ensure overall minimum percentage of the profitability decided by the management MOM basis.

- Provide training to dealer staff and motivation program for the sales staff as well as dealers.
- Coordinate field activities, enquiry analysis & payment rotation of the dealer.
- Motivate & help the dealers to generate more sales with new scheme and project business.
- Effectively managed Dealer Development

Mahindra First Choice Wheels Ltd. March'2013 to June'18
National Head- Channel Retail Sales, Operation & Network.

Responsibilities:

- Handling complete operations of the company in the assigned viz. Network Development, Channel acquisition, Channel management, Market development, arranging Retail finance & insurance tie-ups for dealers, Manpower recruitment, Manpower training and grooming, etc.
- To deliver annual budget and EBITA as per annual plan.
- Ensure ROI for the dealers & Company.
- Monitoring growth of franchisee and taking corrective actions wherever required.
- Sharing daily/weekly/fortnightly MIS reports with HO for their information & inputs.
- Awarded with Speed awards for consistent performance for 7 months in succession.

Achievement:

- Awarded FY 13-14 & FY 14-15 with President Award as Best Regional Head & Best Zonal Head all India by Mr. Rajeev Dubey (Group President M&M Group) also Given a foreign trip for the achievements.

➤ Awarded special President award by **Mr. Anand Mahindra (Chairman & MD M&M)**
 FY 15-16 for consistent performance.

- Got best appraisal (ES) for all around performance in **FY 13-14, FY 14-15, FY15-16 & FY16-17 as well.**

Force Motors Ltd-Personal Vehicle division May'2011-February'13
 Senior State Manager (Punjab, Haryana, HP, J&K, Delhi NCR)

- To Build-up the Network for Force Motors Passenger Vehicle Division- LOI to LOA with CIA norms.
- Primary and Secondary Sales Support.

- Manpower recruitment & training.
- BTL activities and enquiry analysis and achieve the Sales target MOM & QOQ and annual target
- Network Management to the assign territory.

Achievements:

- Great Launch of Vehicle Force One Vehicle in the entire Dealer Locations.
- Established a total of 11 dealers to be operational from scouting to operational within 12 months.

International Cars & Motors Ltd. (A Sonalika Group of Company)

Apr'2007 – Apr'2011

Sr. Area Manager (Punjab, HP & J&K)

- Accounted for dealer LOI to LOA; Dealer scouting, Channel management & Sales
- Planning and implementing Sales Strategy
- Managed new business development and strategic planning to maximize growth and profitability.
- To achieve sales target, BTL planning & exestuation in the assigned territory
- Monitoring Exchange Business and making off load channel.
- Corporate & Individual sales planning and distribution of target dealer wise.
- Watch and track the competitor activities, capture feedback on performance of competitor vs. our products.
- To summit market intelligence report

Achievements:

- Successful Launch of the product-**RHINO Rx** in the entire territory.
- Won the 01st prize of Launch contest with the foreign trip and Cash prize with award from Mr. Deepak Mittal-MD, Sonalika Group.

Hindustan Motors Ltd (Mitsubishi Division)

May'2005-May'2007

Territory Manager (Jaipur-Rajasthan)

- Network, Operation and Retail for entire Rajasthan.
- Planning and implementing Sales Strategy to achieve given targets.
- Managed new business development and strategic planning to maximize growth and profitability.
- To achieve sales target, BTL planning & exestuation in the assigned territory along with the enquiry analysis.
- To collect market Intelligence, competitor's activities, sales and other important aspects
- Manpower grooming & training.

Competent Automobile, New Delhi

April'2000-April'2005

Dy. Manager Sales

- To handle the DGS&D' Sales.
- To Maximize the Test Drive and BTL activities.
- Complete focus to achieve the individual sales and DGS&D deliveries target.
- Attended multiple training programs organized by Maruti Suzuki.

Additional Career History

- Summer training in Devyani Beverages Ltd. (PEPSI), Greater Noida for six weeks.

Academic & Professional Credentials

- 1 Year Training program in Sales Management,
National Institute of Sales (NIS), Delhi
- MBA Marketing from IMS Ghaziabad
- Graduation from Kumaoun University Nainital (Uttarakhand)
- Underwent one year Computer diploma course from NIIT, Delhi
- Well versed in utilizing MS Office Application

Personal Dossier

Date of Birth: : 07th April 1976

Languages Known: : Hindi, English & Punjabi

Permanent Address : Pankaj-Deep Bhawan, Rampur Road, Halwani, Distt. -Nainital
(Uttarakhand)

References: Available on request

Declaration

I hereby declare that all the information provided above is true to the best of my knowledge.

Place:

Date:

(Deepak Joshi)