

AJIT CHANDRA

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SUMMARY

- 6.3 years of work experience. { Consumer Durables, Payments & Telecom } Handling 5 district, 5 distributors, 22 Additional distributors overall team of 32 people within sales, business development & service team.
- PGDM in Marketing & Operations.
- Interested in Business Management, Business Development, New Market Development, Digital Marketing, Market Research and Consumer Behaviour.
- Creative & Logical thinker, Good at Team Management, Excellent Presentation & Communication skills.
- Technical Skills: Microsoft Office.

EDUCATION

- **PGDM** [Marketing and Operation], SDM Institute for Management Development, April 2015 with 2.80/4 CGPA.
- **B Tech** [Electronics & Communication], RGTU University, May 2013 with 73.22%.
- **P U C**, CBSE, April 2009 with 63.60%.
- **SSLC**, CBSE, April 2007 with 86.40%.

WORK EXPERIENCE

Area Sales Incharge

Tata Sky- Patna Rural
29th Oct 2018 to Present



Assistant Manager

Paytm- Patna
18th Dec 2017 to 27th Oct 2018



Territory Manager

Aircel Limited- Patna
25th April 2016 to 16th Dec 2017



Management Trainee

Idea Cellular Ltd., Aditya Birla Group
Bengaluru, Karnataka
2nd April 2015- 7th April 2016



- Business development & management, Revenue Generation
- To develop the channel/territory.

- To provide market feedback on competition, customer behaviour and response to our marketing mix.
- To look after recruitment & selection, performance appraisal, incentives & bonuses of the team
- To train, educate & execute company's latest projects, policies, products and schemes.
- Ensuring best services to stakeholders.
- Running periodic Kaizens to improve and innovate the internal operations of the process.

CERTIFICATIONS & CERTIFIED WORKSHOPS

- Marketing training at Big Bazaar, Mysore 2014.
- Successfully completed Socially Relevant Project at Department of women and child development, Mysore in 2014.
- Participated in entrepreneurship event conducted by alumnus of IIT Mumbai in 2013. Vocational internship at BSNL in June 2012.
- Secured 'A' certificate in National Cadets Corps (NCC) and was Troop Commander for the year 2006-07.

EXTRA CURRICULAR ACTIVITIES

- Participated in International LSCM Conference held in SDMIMD, Mysore 2014.
- Participated in events like Khoj and Naissance (college events) in the 1st Year of my PGDM.
- Co-ordinated 'Quiz and PPT Presentation' event at college-level during 2012.
- Coordinated 'Face Painting' event at college-level during 2012.
- Represented the Cricket & Basketball team during school and college.

PERSONAL DETAILS

Date of Birth	19-12-1990
Address	S/o Prof. Ram Naresh Prasad Singh, Maldah Kothi, Near Sikshak Sangh , Warisaliganj, Distt-Nawada, Bihar-805130
Languages Known	Can speak, read and write English and Hindi, Can speak English, Hindi and Bihari

I hereby affirm that the information furnished in this form is true and correct.

Date: 06.07.2021

Place: Patna

(Signature)