

**Mahesh Keshav Bade**  
**Pl. No. 10, Nr. Mauli Temple,**  
**Pipeline Road, Savedi, Ahmednagar**  
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### **Career Objective**

To have and to create opportunities and broaden my skill set to ensure that I continue to be assets to colleagues and to the organization.

### **Professional Synopsis**

With **7+ Years** experience, Expertise in the areas of Sales & Training, Channel Sales, and Team Management.

### **Work Experience**

**Working As a Territory Sales Executive (8<sup>th</sup> Sep, 2015 to 31<sup>st</sup> Aug, 2021) for Idea Cellular Service LTD. at Ahmednagar, District Ahmednagar and Territory Sales Manager for Vodafone Idea Limited (1<sup>st</sup> Sep, 2021 to Till Date) at Pune.**

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- Monthly, Quarterly & Yearly Achievement of Acquisition & Revenue Targets.
  - Manage and Develop distribution network.
  - Distributor short listing, appointment and training.
  - Distributor appointment
  - Retail base expansion
  - Managing a team of Distributor/DSEs for secondary sales, revenue, and activation.
  - Implementing the company sales & marketing processes and harnessing the full potential of the retail distribution system for all product range.
  - Understand market trends, competition and suggest process improvements.

**Worked As an Airtel Money Sales Officer for Bharati Airtel LTD. at Ahmednagar. (1st Feb, 2015 to 7<sup>th</sup> Sep, 2015)**

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- Manage and Develop Retail Network.
  - Retailer Appointment.
  - Airtel Money Account Opening, Money Transfer.

## Education Credentials

EXAM	NAME OF SCHOOL/COLLEGE	UNIVERSITY / BOARD	YEAR	PER
<b>MBA (MARKETING)</b>	S.G.R.E.F□s. Institute of Management & Research, Chas.	PUNE UNIVERSITY	MAY 2014	59.03%
<b>B. Sc (BIOTECHNOLOGY)</b>	New Arts Commerce & Science College, Ahmednagar.	PUNE UNIVERSITY	OCT 2011	53.94%
<b>H.S.C.</b>	Dadasaheb Rupawate Junior College, Ahmednagar.	MAHARASHTRA STATE BOARD	FEB 2007	52.50%
<b>S.S.C.</b>	Shri Ambika Vidyalaya, Kedgaon, Ahmednagar.	MAHARASHTRA STATE BOARD	MAR 2005	56.66%

## IT Skills

- MS Office & Internet.
- IT Skills.
- Windows Operating System.

## Key Professional Strength

- Channel Management and development.
- Understanding on the consumer behavior pattern, Products & Services.
- Analytical, positive attitude, coordination skills.

## Major Achievements

- **Participated in various Management Functions/Cultural Activities at school and College level.**

## Personal Details

**Date of Birth** : 04 Nov 1989

**Hobbies** : Playing Cricket.

**Languages Known:** Marathi, Hindi, & English

**Place:** Ahmednagar

**Date:**

**(Mahesh Keshav Bade)**