

# CURRICULUM VITAE

## PAPPU KUMAR YADAV

### Present Address:-

C/O Maharani Pandohi Ps-  
Mahammadpur, Gopalganj Bihar.  
[Pappukmr2020@gmail.com](mailto:Pappukmr2020@gmail.com)  
Mobile .No +919709827559.

### CAREER OBJECTIVE

To work in a challenging atmosphere and grow along with the organizations “goals and objectives”  
And learn maximum in the process.

### WORK EXPERIENCE

**Presently Working as Senior Executive in the Role Jio Point Manager (Reliance SMSL Ltd)  
Noniya since Jan 2019 to till time.**

**Function:** Sales

#### PROFILE INCLUDES:

- ✓ Handling Primary/secondary & Tertiary sales of a Distributor.
  - ✓ Handling a team of Jpam & 4 Fos in Jio Points market.
  - ✓ Maintain TAT for Queries/Request/Complain & SIM/Jiophone & Other Partner Brand smart phone.
  - ✓ Managing all the requirement of Retails Outlets & extending support to JPAM, FSE for achieving targets.
  - ✓ Driving the Revenue generating activities through E-Top up/Jiophone/Smartphone Sales, Prepaid Sim Sales, Data services Sales, Jio phone and Sim Replacement.
  - ✓ Regular visit to towards JP & Retail Outlet at different locations.
- ❖ **Worked as Role of Associate Sales Executive in One97 Communication Ltd. [PAYTM] At Gopalganj From Dec 2016 to Oct 2018 .**

**FUNCTION:- ASSOCIATE SALES EXECUTIVE. [ PAYTM ]**

#### PROFILE INCLUDES:-

- ✓ Handling 82 Agents & 24 Banking outlets.
  - ✓ Regular Visit to Market Agents, Banking Outlets , Merchant point of Gopalganj location.
  - ✓ Driving the Revenue generating activities through cash in/cash out (P2P, P2B & P2R) RTT and utility Payment.
  - ✓ **PAYTM** Regarding Transactional And Promotional training Customers & Agents.
  - ✓ Reporting Customers and agents MIS feedback to TL, ASM,CITY HEAD and Corporate Team
  - ✓ Maintaining agents, customers KYC & transaction on corporate norms.
- ❖ **Working as Role of Sales Executive (Vodafone Spacotel Ltd.) M-pesa at Gopalganj From November 2015 to December 2016**

**Function:** Retail/Sales

#### PROFILE INCLUDES:-

- ✓ Handling team of 75 Agents & Three AD Store.
- ✓ Maintain TAT for Queries/Request/Complain & SIM Replacement.
- ✓ Maintaining TAT/FTR agents, Customers KYC & T2M on corporate norms.
- ✓ Regular visit to towards Retail Outlet/Agents at different location districts (Gopalganj).
- ✓ M-peasa regarding transactional and promotional training, Billing primary and secondary AD & Agents.
- ✓ Driving the Revenue generating activities through cash in/cash out (P2P, P2B ) And utility payment.

## ACHIEVEMENTS & SKILLS

- ✓ Regularly achieving target given by Zonal Team / Circle team has been met on all the critical Key parameters.
- ✓ 3 times won The “**Best Sales Executive**” Award for the best performer in zone for the month.
- ✓ Capability to handle Retail team as per planning given by Zonal Retail Manger & Retail Head.
- ✓ A good Team leader with the experience and flexibility required to adjust changing schedules, and high pressure settings.

## EDUCATIONAL QUALIFICATION

Completed Bachelor of Arts in 2013 with **Economic Hon.** from Ganga Singh College Chapra Bihar

Passed 12<sup>th</sup> in 2010 from Ganga Singh College Chhapra Bihar.

Passed 10<sup>th</sup> in 2008 from High School **Reotith** Gopalganj.

## COMPUTER EDUCATION

Operating System : **WINDOW2007, VISTA, WIN XP.**

Packages : MS Office

Certificate : Diploma In Computer Application .

## PERSONAL DETAILS

**Father's Name** : Late Madan Prasad Yadav.

**Date of Birth** : 05<sup>th</sup> January 1992.

**Nationality** : Indian.

**Marital Status** : Married.

**Language Known** : Hindi, English and Bhojpuri.

**Contact No** : 9934850457

**Permanent Address:** S/O- Late Madan Prasad Yadav  
Village- Maharani Pandohi, Post- Maharani  
P.S: Mahammadpur, Gopalganj  
Pin Code-841409,

## DECLARATION

I here by declare that the above particulars are true to the best of my knowledge and belief. I assure an honest and sincere service.

**Date:**

**Place:**

**(PAPPU KUMAR YADAV)**