

CURRICULUM VITAE

OBJECTIVE:

"To build a challenging career within a growing organization to fully utilize and expand my professional skills and potential".

Name :

BADARINATH JAHAGIRDAR

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#14/2, 2nd Croaa Road, Block No-
2, Madhuvana Layout, Sirampura
2nd Stage, MYSURU - 570034

Personal Data:

Date of Birth : 18-03-1983
Age : 39
Sex : Male
Nationality : Indian
Marital Status : Married

References:

Dr.Vijaykumar
Katagihallimath

Administrator
BVV Sangha's, Bidadi Industrial
Town, Near Toyota Kirloskar
Motors Road, Bangaluru -
562109

Praveen Prahladachar

IHS Markit
Operation Manager
SJR I Park, Mobius Tower,
Whitefield, EPIP Area
Bangalore-560066

Education:

Post Graduation : M.B.A
Specialization : Marketing Management - 2007
Institute : Institute of Management studies
Davanagere. Karanataka.
Graduation : B.Sc (P.C.M) - 2005
Institute : Shri. B.V.V.Sangha.
Basaveshwar Science College,
Bagalkot.

Extra Activities and Achievement:

Participated in NCC and NSS events and Management fest.

Strengths:

Creativity, Confidence, Courage, communication Skills,
Adaptive to various environments, hard work and determination,
quick learner with strong grasping power,.

Known Languages :

English, Hindi, Kannada

Hobbies:

Singing, writing Poems, Writing Articles.

Publications:

1. BHAVA-BIMBA, published in the year April 2005
2. AASAREYA USIRU, published in the year Dec 2008
3. AATMA-SAKSHI, Published in the year 8 Sep 2012
4. MOUNA MERAVANIGE, Published in the year 2013
5. SHISHIRA RASHMI Published in the year 2014
6. MAAGHA MOUNA published in the year 2015
7. SARIYAVUDU ENDARISU MANAVE published in 2020
8. GAHANA Published in 2021
9. RUTA Published in 2022
10. ARTI under Printing

Awards & Certificates:

Govt. and Non Govt. Organizations Awards and Certificates
(10 - National Level Awards and 40 - State Level Awards)

Projects:

-"General Study at Hatti Gold Mines Company Ltd. Hatti. "
(in 2nd Sem M.B.A).
-"Consumer Attitude towards Television" with special reference to
L.G Electronics in Bagalkot City. (In MBA 4th Sem).
-"Project on Rice Mill Industries in Davanagere City".
-"Project on Purchasing Policies of Anjaneya Cotton Mill, Davanagere."

WORK Experience :15 Years

EMPLOYMENT RECORD					
Date of		Name & Address of Organization	Post	Main Duties & Responsibilities	Achievements
Joining DD/MM/YY	Leaving DD/MM/YY				
04.12.2019		SP Group	Regional Sales Manager	Listed interviewed, evaluated and hired staff and monitored if key performance indicators are met. Achieving The Branch Sales Target. Appointing Distributors. Responsibilities and Sales Target for the Branch Sales Team. Daily Reviews of Performance and Sales Staff and Guiding/ Counseling and helping them in achieving them Sales Target. Providing Product Knowledge. Prospecting and Developing new Sources/Customers. Create and Implement Business Strategies and Goals.	Identified a problem and solved it Achieved sales targets Worked on Special Projects Received Awards Implemented new procedures
02.08.2017	30.11.2019	ORANGE CARGO CARRIERS	Regional Sales Manager	Supervise Local and Regional Sales Executives. Responsibilities and Sales Target for the Sales Team. Daily Reviews of Performance and Sales Staff and Guiding/ Counseling and helping them in achieving them Sales Target. Providing Product Knowledge. Prospecting and Developing new Sources/Customers. Conduct Market Research. Create and Implement Business Strategies and Goals.	Achieved 1.3 cr Businesses from Franchise.

08.10.2013	01.08.2017	Shanti Group of Hospitals & Education Institutions	Administrator / Marketing Head	<p>1. Responsible For Planning, Organizing, Directing, Controlling all resource Departments and Services of the center, including personnel, financial, facilities, equipment and Suppliers.</p> <p>2. Developing and directing the implementation of policies and programs.</p> <p>3. Promotes and maintains effective public relations with governmental and community agencies and individuals.</p> <p>4. Providing training to the juniors and oriented them with organization rules and regulations.</p> <p>5. Coordinated with the suppliers and doctors and ensured that a good relationship is maintained.</p> <p>6. Supervised the performance of the hospital and developed new strategies to improve performance standards.</p> <p>7. Developing reports and documents for budgeting and expenditure control.</p> <p>8. Resolved all conflicts with the employees in the department.</p> <p>9. Prepared and collated daily activity reports to monitor progress, and ensure that implementation plans are on-target.</p>	<p>1. Conducted Sales Promotional Activities.</p> <p>2. Conducted International Conference.</p> <p>3. Conducted Motivational Activities for Employees.</p> <p>4. Started Speech Therapy, Plastic Surgery & Physiotherapy Departments.</p> <p>5. Conducted Awareness Programs.</p> <p>Started Paramedical Courses.</p> <p>6. Started Free Eye Operation to the Poor Peoples.</p> <p>7. Supported staff effectively in assigned project-based work.</p> <p>8. Provided training and orientation to new employees</p> <p>10. Started Review Staff Meeting for Organization improvement and Development.</p>
04/10/2012	07/10/2013	<p>Rural Development Foundation</p> <p>FMCG UNIT & SANITARY NAPKIN UNIT & MICRO FINANCE (SHG Groups)</p>	Marketing Head / Admin	Implementing Rural Development , Marketing, Entrepreneurship Development, Women Empowerment Programs and Educational Activities.	<p>Started FMCG Unit. Given finance to the SHG groups for Small Scale Business.</p> <p>Conducted Sales cum Exhibition Mela Twice in a Year. We have Provided Market platform to the New entrepreneurs Products.</p> <p>Provided Free Education with Accommodation to 40 Meghalaya Students.</p> <p>We have Conducted 350 Various Programs to the Rural Peoples.</p> <p>We have established Sanitary Napkin Production Unit.</p> <p>Established Bio Medical waste treatment Plant.</p>

24/07/2009	03/10/2012	HMT Tractors & Spares Kumar Engineering Company And KECO FINANCIAL SERVICES	Branch Manager	Achieving The Branch Sales Target. Responsibilities and Sales Target for the Branch Sales Team. Daily Reviews of Performance and Sales Staff and Guiding/ Counseling and helping them in achieving them Sales Target. Providing Product Knowledge. Prospecting and Developing new Sources/Customers. General Adm of the Branch to ensure that Branch Showroom, Vehicles, Buildings and Stores.	We have Sold 1480 HMT Tractors in 3 years Period. It is the big achievement. We have provided more than 6 Crore finance to the HMT Customer.
16/09/2007	23/07/2009	Reliance Life Insurance	Sales Manager	Lead Sales Operations. Analyze Stastical data, Such as Mortality, Sickness, Disability and Retirement rates. Solicit Potential Buyers of Policies. Supervise Local and Regional Sales Executives. Conduct Market Research. Create and Implement Business Strategies and Goals.	We did 1.65cr businesses in Emerging Market through 10 Sales Advisors.
15/05/2001	10/06/2005	Srinivas Electronics	Sales Executive	Achieve Monthly Sales Target and Goal Through Liaising with existing customer. Planning and Executing Sales Strategies. Negotiate and Prepare Quotation that address to Customer's Service Needs and Leads to Sales Closure.	We have sold Maximum varieties of Electronic Products, TV, Fridge, Washing machines etc

Summary:

Comprehensive problem-solving abilities, excellent verbal and written communication skills, ability to deal with people diplomatically, willingness to learn, team facilitator.

Declaration:

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

Place : MYSURU

Date : / /

[BADARINATH. JAHAGIRDAR]