

RAVISHANKAR OJHA

Asst. Branch Manager

CONTACT INFORMATION

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OBJECTIVE

Dynamic and results-oriented Assistant Branch Manager with a strong background in sales within the esteemed Vasusthali Group. Proficient in driving revenue growth, building client relationships, and leading high-performing sales teams to exceed targets. Leveraging strategic vision and market insights to develop and implement effective sales strategies that drive business expansion and enhance profitability. Adept at fostering a customer-centric culture and optimizing operational processes to deliver exceptional service and achieve organizational objectives. Committed to upholding the values and reputation of Vasusthali Group while consistently delivering outstanding results.

Dynamic and results-driven Assistant Branch Manager with experience leading teams to achieve sales targets and deliver exceptional customer service. Skilled in developing and implementing strategies to drive business growth and profitability.

EXPERIENCE

ASST BRANCH MANAGER

Vasusthali Real Estate Private Limited

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status

SENIOR SALES ASSOCIATE

Shivli Enterprises

- Driven to provide insurance solutions to customers, HDFC ERGO General Insurance has secured over 1.5 Crore Happy Customers @ Right from offering comprehensive car insurance to a wide range of health insurance plans, we at HDFC ERGO always take a Customer First Approach
- Our plethora of offerings mainly include car insurance, two wheeler insurance, home insurance, travel insurance, health insurance and other commercial products
- Backed by a super strong customer support team and seamless service driven claims operation, we ensure 360 degree customer happiness.

Jharkhand

Feb 2019 - Apr 2021

TERRITORY SALES MANAGER

Mahindra Holidays & Resorts India Limited

- Club Mahindra, where we believe that the best memories are made during family vacations. For the past 26 years, Mahindra Holidays & Resorts India Limited (MHRIL) has been a proud venture of the Mahindra Group, revolutionizing the way families holiday through our unique vacation ownership business model.
- Successfully discovered new sales opportunities and money-making business ventures by conducting regular research.
- Effectively member service to generate the lead through HFRP (Happy Family Referral Program)
- Managed a team of 20 sales people for Jharkhand sales activities.

Surat & Dubai

Mar 2007 - Oct 2016

BRANCH MANAGER

- Country Club has over 50 ownership clubs, resorts and hotels in India, Middle East, Bangkok and Sri Lanka. Also, It offers over 25 member exclusive fitness centers and over 4000 holiday exchange associates and Country Vacations global hospitality associates. The massive network consists of social clubs in urban hotspots.
- city-centric luxurious hotels, serene wellness rejuvenation hubs, beachfront resorts, hilltop vacation homes, wildlife jungle lodges and water amusement parks.
- Designed sales and service strategies to improve revenue and retention.
- Built strong rapport with new and existing clients to better serve and convinced for the membership reference's.
- Established clear objectives for marketing initiatives, guiding implementation, tracking and optimisation efforts.

EDUCATION

Daltonganj

Mar 2000 - Feb 2001

Class X Matriculation

Palamu Zila High School

Completed secondary education with distinction from the Jharkhand Academic Council, an esteemed educational board in the state of Jharkhand, India. Achieved proficiency in core subjects including Mathematics, Science, Social Studies, English, and [mention any additional subjects if applicable]. Developed strong foundational knowledge and critical thinking skills essential for academic and professional success."

Feel free to customize it further based on your specific achievements or experiences during your Class 10th education, and how it relates to your current career goals.

Jharkhand

Mar 2001 - Mar 2003

Class XII Intermediate

Jharkhand Acadmic Council

Successfully completed higher secondary education from the Jharkhand Academic Council, an esteemed educational board in the state of Jharkhand, India. Excelled in comprehensive subjects including Mathematics, Physics, Chemistry, English, and [mention any additional subjects if applicable]. Demonstrated strong analytical skills, critical thinking, and problem-solving abilities through coursework and examinations. This educational foundation has equipped me with the knowledge and skills necessary for continued academic and professional growth."

Chennai

Jun 2010 - Apr 2013

Graduation

Vinayaka Mission University

"Bachelor's Degree in Arts (Economics Hons) (2013)
Vinayaka Mission University, India

Obtained a Bachelor's degree in Arts from Vinayaka Mission University, India, in 2013. Successfully navigated a challenging period of family circumstances, demonstrating resilience and determination to pursue higher education. Developed valuable skills in [mention relevant skills acquired during your degree program], honing a strong foundation in [mention key subjects or areas of expertise]. The journey to graduation amidst personal challenges underscores my commitment to academic excellence and capacity to overcome adversity, traits I bring to any professional endeavor."

Ahmedabad

Mar 2013 - Mar 2016

MBA (Marketing)- Distance

Indian School Of Business Management

Completed a Master of Business Administration (MBA) program from the esteemed International School of Business Management (ISBM) located in Ahmedabad, India, in 2016. Specialized in [mention your area of specialization, if applicable, such as Marketing, Finance, Operations, etc.]. Developed advanced skills in strategic planning, financial analysis, leadership, and project management through rigorous coursework and practical projects. Applied theoretical knowledge to real-world business scenarios during internships and industry projects, gaining hands-on experience in [mention any specific areas or industries relevant to your MBA]. Equipped with a comprehensive understanding of business principles and practices, ready to contribute effectively to organizational success in a dynamic business environment."

LANGUAGES

Hindi

Native

English

Intermediate

Gujrati

Intermediate

SKILLS

Management

Risk Assessment and

Leadership

Sales

Financial analysis

Customer Relationship

Regulatory Compliance

Customer service

Team management