

## Contact



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## Skills

P&L Management

Sales Management

Cross functional leadership

Business Development

Strategy

Negotiations

Sales Planning

B2B Sales

# Chaman Navik

Cross Functional Leader & Sales Professional



## Professional Summary

A data driven professional & leader with proven track record of over 10 years in various capacities ranging from MT to leadership roles as an employee & entrepreneur, enabling myself to acquire experience and skills like, P&L Management, building, leading & managing high performance cross functional team, sales management, strategy conceptualization & implementation, scaling businesses from scratch in uncharted geographies.



## Employment History

**K12 Techno Services Pvt. Ltd,**  
City Head

Sep, 2022 - Present

Company operates in school management and I led growth sales marketing and expansion.

### Role:

- Building & Leading NCR Region with the size of teams 80-100 from sales Business development, Marketing, Counselling, vertical.
- Effective monitoring and audit checks, for smooth working, as per organizational norms.
- Training, and cross-functional collaboration.
- Laying down the growth roadmap for NCR region and ensuring, tracking ensuring its execution.
- Managed monthly budget and forecasting process, establishing sales goals, annual budget, and performance expectations.
- Interviewed, hired, and trained new Sales Representative/ Team Leaders/ Sales Managers.

### Impact:

- Scaled up Revenue from 10 Lac to 120 Lac.
- Impact of the 120% growth.
- Scaled up the Sales team size from 12 to 90+
- Decreased attrition rate from 36% to 7% with right hiring right training and Performance management.
- Always been Top 3 CH across PAN India in terms of productivity
- Achieved milestones at the earlier stage by generating 1CR Rev from NCR Region respectively in a month, this revenue was rare across PAN India.
- Introduced KPI based performance-based SOPs, which increased the revenue by 120%

**Byju's**  
B.D.M.

Mar, 2021 - Aug, 2022

### Role:

- Ensure team is achieving weekly target.
- Planning and overseeing new marketing initiatives.
- Training personnel and helping team members develop their skills.
- Identify new market to increase the revenue.

### Impact:

- Enhancing the business contribution in Bhopal & Mahakaushal Region.
- Focus area was always salary multiplier and productivity of the individual and teams.
- Maintain 1 Lac WRPS on weekly basis.
- Reduce Attrition rate 42% to 9%
- Always been Top 3 BDM across Region in terms of productivity.

## Education



Master of Management Studies.

Drop Out- 2015

Rani Durgavati vishv vidhyalaya, Jabalpur.

Bachelors of Commerce

2009 - 2013

G.S. Collage, Jabalpur

## Certifications

Master of Google Products Udemmy. March, 2020.

Google Digital Marketing online certification Google. Nov, 2022

## Language Proficiency

English

- ✓ Read
- ✓ Write
- ✓ Speak

Hindi

- ✓ Read
- ✓ Write
- ✓ Speak

Mahindra Holidays & Resorts India Limited  
Team Manager

June 2016 - March 2021

### Role:

- Identify new business markets in MP & CG.
- Formulate & implement launch & growth strategy.
- Managing P&L for all portfolio cities.
- Creating & managing high performance cross functional teams.
- Achieving stretched targets and managing sales in a result-focused environment.
- Identifying potential customers and new business opportunities.

### Impact:

- Grew portfolio to 12 cities.
- Top TM in India 2018-19, 2019-20.
- Highest revenue in Pan India 3.21 Cr, per month.
- 21% referral sale, Highest in region.
- 93.66% Best retention rate Pan India.

Vivo Mobile  
Marketing Executive

Nov, 2015 - June, 2016

### Role:

- New market identification and develop through scientific research and analysis.
- Handling retailer's settlements of claims of dealers such as damage, shortage, and losses.
- Effective utilization of sales, marketing, and service team.
- Settlement of claim of dealers such as damage, shortage and commercial.

### Impact:

- Launched 18 District for marketing activity.
- Handled more than 260 counters.
- Awarded with best Executive Dec 2016.

Reliance Communication  
Sales Executive

Nov, 2013 - June, 2015

### Role:

- Enhance retail counters for business development.
- Generate sale of post-paid connection through sales team.
- Administered entire operations.
- Establishment of distribution network.

### Impact:

- Open 141 new retail outlet.
- Handled more than 260 counters.
- Awarded with best Executive Dec 2013.

 Awards & Accolades

- Cleared IBPS exam in the year of 2013.
- Highest City launch - 2016 (VIVO).
- Sales Excellence- India - MHRIL - Jan 2018/19/20.
- Best TM in 2019 (MHRIL)
- Best TM in Pan India - 2019.
- Highest Revenue in region - July 2021 (Toppr's)
- Best City Head of December (K12 Techno Services)
- Student of the year M.B.A. (R.D.V.V.U).