**AMIT PATERIYA**

2142 D,Sudama Nagar,Indore, MP 452007

**Contact:** +91-9575700222, 0731-4973219; **Email:** yajnasamit@gmail.com



**Profit Centre Operations & Business Development**

*Seeking Top Level Assignments with a progressive business organization/ MNC*

**Professional Synopsis**

Commendable experience over 17 years (India, New Zealand, Australia & China) in Business Development, Project Management, General Administration and Business Leadership with primary focus on strategy formulation, P&L management, brand promotion, handling new set ups, processes development & improvement , business acquisition, operations, budget development/ implementation, market research, key account management, team leadership and training. Veteran in identifying problems, formulating tactical plans, initiating change and implement effective process, programs and manage modern business systems and ventures in challenging and diverse environments.

Expertise in market analysis, P & L, budgeting, reporting, industrial relations, training & development and demand negotiations. Negotiator and advisor to high – profile developments of significant environment, safety & financial impact; accustomed to working well with Top Executives and stakeholders. Currently spearheading functions as Director-Business Development with VGLAN Buildcon Private Limited, Apostle Tradecomm Pvt Ltd, Innovertica Consultancy Services.

Rich exposure across developing and executing all business plan strategies and documented all land acquisition issues, along with Liasoning with concerned agencies of state government namely Municipal Corporation, Town And Country Planning, State Electricity Board, New Raipur Development Authority, Raipur Development Authority. Established credibility in spearheading the entire management initiatives, executing and spearheading development operations, and key focus on bottom line profitability by ensuring optimal utilization of resources .An ambassador of change, displaying strong credentials in rolling innovative strategies to transform business ventures; visionary and pathfinder for the new global market place, adept commercial success.

**Professional Abridgement**

**Innovertica Consultancy Services Mar’17 till date**

**Sales Manager**

* Plan & conceptualize various strategies to : JDBC, Servlets, ASP, JSP business goals aimed towards the growth in business volumes as well as profitability. Develop a competitive business development and sales strategy, uncovering/ creating new opportunities, identifying dynamic and flexible solutions and managing account activity.
* Manage the professionals engaged in sales functions, providing technical guidance to the Sales Team while setting performance parameters, deadlines & work delegation for them & providing them various accolades to motivate them on regular basis.

**Apostle Tradecomm Pvt Ltd July’14-Jan’17**

Sales Manager

Handling general administration of the organization and accountable for monitoring the overall operations, motivating team for revenue generation & managing profit centre operations with profitability excellence.

* Planning the process effectively with overall responsibility for maintaining various process metrics and strict adherence to the compliance procedures at all times.
* Designing and implementing systems, processes and procedures to facilitate smooth functioning of overall operations and enhance operational efficiency.
* Identify potential framework and build approach for international business development strategy.
* Instrumental in strategy formulation and business development plans for the company, setting up all processes related to product management and creating the roadmap for the products.
* Developing strategies for enlarging the core market base based on market research data while monitoring competitor strategy, building counter strategies to increase the market share of the company.

**VGLAN Buildcon Private Limited Jan’13-Apr 14**

**Sales Manager**

* Collating competition information along with tracking and maximizing sales while identifying market share, gauze market dynamics and trends. Profit centre head with responsibility of profit & loss, and target achievement.
* Overseeing smooth implementation of HR policies for manpower planning, recruitment, selection, and development of new employees.

**R A Buildcon Oct’08-Dec’12**

**Project Manager**

* Assisted in identifying the prospective land owners, acquiring necessary information and negotiating the cost for the contracts.
* Acted as a SPOC between organization and clients
* Actively participated in various industry tradeshows and conferences for land acquisition

**Key Projects:**

* 32 ACRES integrated township RADIANCE CITY.
* Acquisition of land for 72 acres prestigious OFFICERS PARK PHASES 1 in sejbahar Raipur.
* Acquisition of land in all major cities like Bilaspur, Bhilai, durg, raigarh for our various clients namely: Jindal, Sarda Energies, Bajrang Group, R H Agencies, Raipur Rasayan, Mahalaxmi Steels Etc.
* Worked on the land acquisition for SAHARA group in Madhya Pradesh Indore for their prestigious project of dairy under their brand Q shoppe.
* Successfully completed land acquisition for SAHARA group for their city club, country club and golf course.

**Yajnas Infratec Pvt Ltd 2007-2008**

*(Deals with Real Estate Operations)*

**Corporate Manager-Commerce And Administration**

.

**APS Infovision 2005-2007**

*(Authorized Franchisee Of Idea Cellular Limited)*

**Franchisee Manager/Partner**

* Significant track record of revenue generation through sales of pre & post paid connections.
* Recognized as one of the leading business provider of idea cellular ltd in Raipur Chhattisgarh.

**Shubham Agencies 2001-2005**

**Administrative Assistant**

**Ganga Iron And Steels 1999-2001**

**Sales Manager**

**Academia**

**Diploma in Advanced Computing** ⬩ ACTS, CDAC-Hyderabad (A Scientific society of Ministry of Information Technology, Govt of India) ⬩ 2001

**BCom** ⬩ Devi Ahilya Bai University, Indore ⬩ 1999

**Technical Skills:**

Operating Systems: MS DOS, Windows 95, 98&NT, UNIX, LINUX.

Languages: C, C++, Java 2

Scripting Languages: JavaScript, VB Script

Internet Technologies: HTML, DHTML, XML

Java Technologies: JDBC, Servlets, ASP, JSP.

Enterprise Technologies: EJB

Tools: D2K, Visual Basic, VC++ (with MFC & SDK)

GUI: AWT, SWING.

RDBMS: MS Access, Oracle 8 (PL/SQL)

**Date of Birth:** 16th aug 1976; **Languages Known:** English, Hindi; **Passport No:** B5854313;

**References:** Available on request