

Rajesh Verma

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C-level Executive with strong entrepreneurial instinct, start-up and business management experience. Expertise in Sales & Marketing, International business Development, Business strategy and planning, Corporate Financing and investment, E-commerce B2C & B2B, Telecommunication and Information Technology. Currently working as CEO for Indian operations of UK based Company with total experience of 25.6 years and Proven profit driven turnaround executive, MBA from XLRI and Law graduate with extensive business leadership experience.

CEO / President / Vice President /General Manger/Director

(Expertise in business development & operations, Sales & Marketing, startup & IT projects)

SUMMARY PROFILE

- MBA and Law graduate with experience of 25.6 years in the field of extensive Business Management in leadership role and having good knowledge in Business Development, IT Solution Architecting, Transition Management, Business Relationship Development, and large-scale business operations management. Proven profit driven turnaround executive with continual profit attained in diverse leadership role through identifying maximum ROI, tightening cost control, budgeting, forecasting, and business operations. Having record of accomplishment for conceptualizing and successfully implementing full functioning strategic business and also having mergers & acquisition experience
- Acts as a direct liaison between the Board and management of the Company and communicates to the Board on behalf of management
- Contribute to company strategy for international sales goal, develop sales and service network in Asian market in compliance with country specific policies & legalities.
- **Industry Exposure:** Information Technology, Finance and Investment, Ecommerce, Retail, Telecommunication and Travel & Hospitality industry
- **Skill:** Business strategy & planning, Business Operations, Sales & Marketing, International business development, Corporate financing, IT projects & Customer Account Management

CORE COMPETENCIES:

C- Level Executive with strong entrepreneurial instinct, Leadership experience, Strategy & planning, Startup Business Management, IT solution management, Business development, E-commerce business setup	Sales strategy and operations, Marketing and product positioning Corporate Financing & investment, , Program management, Delivery management business, Business transition Management Liaison & coordination	Legal Compliance management Business corporate Law, Travel & Hospitality Management, Retail and product positioning, IT service Management, commercial negotiation, Telecommunication business operations
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PROFESSIONAL HISTORY

SCOTT INVENT GROUP LTD. LONDON, LOCATION -MUMBAI, INDIA FEB 2017- PRESENT

CEO – INDIA & ASIAN COUNTIES Managing Indian Operations and International business

The Brand of Bargainclick, operating under the aegis of Scott Invent Group Ltd in UK, is looking to capitalize on the burgeoning trend of e-commerce industry with the unique and patented worldwide concept of 'Online Bargain Shopping'. The company is making a foray in the Indian markets by the name 'Scott Invent Pvt Ltd' with its main office in Thane, Maharashtra. Company projected turnover of \$375 million in the first year. Company is also planning to launch in UK and other European counties in the beginning of 2018. Cross border business strategy for the European counties with BUY FROM INDIA concept for specific Indian traditional products and high quality Indian products for UK and European customers.

As CEO for India and other Asian counties, responsible for directs and coordinates business activities against long-range and short-term profitability, business growth goals and objectives for company's Indian and Asian business. Contribute to company strategy for international sales goal, develop sales and service network in European market in legal compliance with county specific policies, local business planning for making better customer experience standards, product portfolio and channel strategies to determine and reliable retailers / sellers to make better brand image and create better customer experience towards all pockets of local markets.

RELIANCE COMMUNICATIONS LTD. MUMBAI, INDIA May 2009-Feb 2017

COUNTRY HEAD- BUSINESS OPERATIONS -REVENUE

Managed over 4000k customers with \$500M revenue collection- Achievement best in industry

Turnaround revenue collections growth achieved for \$48M in 2011-12 for wireless business of US\$ 75B Reliance ADA Group Company. Capitalized vast geographic field operations, 998 Service channel operation across India, 350 revenue collection business partners and 3000+ field force operations with direct authority of strategic planning, customer service, budgetary control, commission payout structure decision, staffing and created process driven environment and managed 10 GM & DGM with 750 indirect reporters.

RELIANCE TELECOM LTD. INDORE, MP, INDIA NOV 2004 – APR 2009

HEAD- BUSINESS SERVICE & BUSINESS DISTRIBUTIONS

Managed over 1400k customers with \$67.2M annual revenue collections

Managed Business & Customer operations for 1400K customer base with \$67.2 M annualized revenue and done business development by increasing 50K customers with \$24M revenue PA and handled vast geography of 3 states of India.

RELiance TELECOM LTD. | RANCHI, JH, INDIA | MAY 2001 – OCT 2004

HEAD- BUSINESS SERVICE & ADMIN AND LEGAL
Managed over 600k customers with \$30M annual revenue collections

Business operations for 600K customer base with \$30M annualized revenue and improved business by 10K customers with \$0.4M revenue per month and handled vast geography of 2 states of India and handled difficult & politically disturbed customer zone of India.

RELiance TELECOM LTD. | SHIMLA, HP, INDIA | JUNE 1997 – APR 2001

HEAD- BUSINESS COMMERCIAL OPERATIONS & SALES & MARKETING
Managed over 10k customers with \$7.2M annual revenue collections

Started up business operation, managed Government liaisons, and acquired all necessary government licenses like sales tax, central service tax, business operations licenses etc. Taken special approval through HP Government state cabinet for tower building in restricted government areas

COMPOSITE SECURITIES LTD. | DELHI, INDIA | MAY 1995 – MAY 1997

MANAGER BUSINESS DEVELOPMENT & FINANCIAL SERVICES
Managed over 2k customers with \$160M annual revenue

Handled daily trading activity of 15 sub broking partners with ultimate accountability for the management of 2K customer's accounts and portfolio assets of \$ 60.50 M and ensure legal compliance. Performed 70% growth in business turnover and over achieved the net profit target by \$ 7M in 2 years.

ELITE STOCK MANAGEMENT LTD. | DELHI, INDIA | NOV1993 – APR 1995

MANAGER BUSINESS DEVELOPMENT & FINANCIAL SERVICES
Managed over 1k customers with \$120M annual revenue

Managed leveraged account in excess of \$0.50M for brokerage with \$5M-\$10M of annual trade and presented investment opportunities to clients and developed annual growth of business by \$1M every year in working tenure. Achieved annual award for performing 100% business growth in brokerage revenue and bad debt recovery of \$3M within a year

Corporate financing and banking with credit risk management responsibility performed with more than 50 corporates

HOTEL LAKE VIEW | MOTIHARI, INDIA | FEB1989 – OCT 1993

MANAGER BUSINESS DEVELOPMENT & MARKETING
Managed best luxurv hotel in town. annual revenue of \$288K

Handled the tasks of generating and implementing innovative marketing activities and managed the setting of goals and objectives, monitoring general expenses and handling financial aspects of the organization including hiring & conducting training sessions to hotel staff

EDUCATION & CREDENTIALS

BACHELOR OF COMMERCE FROM RANCHI UNIVERSITY (1986), DEPLOMA IN BUSINESS MANAGEMENT FROM NIVEDITA COLLEGE (1990), CERTIFICATE COURSE IN EXPORT MANAGEMENT (1991), DEPLOMA IN COMPUTER FROM LOGIC POINT INSTITUTE (2000)

PERSONAL DETAILS: DATE OF BIRTH: 3rd APRIL 1966

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