

Paul Rajiv
Secunderabad, Andhra Pradesh - Email me on Indeed: [indeed.com/r/Paul-Rajiv/2bd46ce0f01fad54](https://www.indeed.com/r/Paul-Rajiv/2bd46ce0f01fad54)

Willing to relocate: Anywhere

WORK EXPERIENCE

Delivery Specialist

Microsoft - hyderbad, Telangana -

April 2017 to Present

Regal Raptor Motorcycles India:

A growing automobile company, being the manufacturers and distributors of premium choppers cruiser motorcycles across PAN India and SAARC countries.

Chief Operations Officer [COO]:

Directed all facets of the manufacturing, purchasing and sales initiatives for the company. Provided direction for sales strategies and co-ordinated assembling functions domestically.

- ◆ Effective planning and implementation of defined SOP's
- ◆ Spearheaded the development of the brand "Regal Raptor" becoming one of the most recognisable names in the Industry.
- ◆ Proven success in sales and marketing through expertise business development modules and strategic planning capabilities.
- ◆ Achieved a significant result in unit sales percentage per annum during the year 2015-2016 with a 30% extensive increase rate.
- ◆ Enabled a unique marketing strategy by manufacturing India's First fully equipped Police Bike which indeed helped in penetrating the brand across India.
- ◆ Demonstrated and delegated the effective usage of the newly launched police bike to all the top government officials and leaders across the states in India.
- ◆ Developed cutting edge technology to be instilled in the product lines which enables problem solving methodologies at break next speed and enhances competitiveness in the modern day business.
- ◆ Motivated and led a productive sales and customer service oriented teams of support executives with many receiving continuous accolade for superior performance.
- ◆ Developed a strong relationship with vendors, dealers and distributors by constantly working towards expanding business and building markets across PAN India.
- ◆ Effective negotiation of costs to meet the gross margin goals.
- ◆ Put in significant efforts in planning to set up a Manufacturing plant within the state of Telangana to carry out complete production activities and exports business between the SAARC countries
- ◆ Constantly worked upon building a strong network among the top government officials to facilitate the sanction of the Manufacturing plant set up in india.

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EDUCATION

Bachelor of Commerce in Commerce business management

College (Osmania University) - Hyderabad, Andhra Pradesh

2011 to 2014

Board of Intermediate Education

2009 to 2011

SSC

St. Patrick's High School

2009

ADDITIONAL INFORMATION

Specialties: Process Optimization, Strategic Management, Profit Centre Management, Customer care strategies, Lean Management, Sales Overheads and Effective Management of Marketing strategies and Manufacturing plant enablement's.

Job Role & Corporate Dossier:

[DELL]

A Corporate executive with substantial potential in business management, corporate strategy and business expansion.

- ◆ Worked for Dell International Services, and Carrying an experience of 28 months +
- ◆ Worked as a Customer Services Executive for UK/Ireland Regions.
- ◆ Front Line working directly along with Customers to Resolve the Query in their best interest. Handle Few Major & Minor Escalation in place for Swift Closure with Satisfaction.
- ◆ Working with Mutual Business Vendors to get issues going on motion for immediate impact.
- ◆ I have been excellent in the existing task, Job description with exceptional numbers winning the Monthly Stacks for 3 times with Consecutive improvement every time.
- ◆ I have handled some critical issues with very smooth processing & assurance to customer satisfaction having earned many recognitions with in Dell & outside Dell Clients.
- ◆ I have much more recognitions, feedback & success stories to share.
- ◆ Hence, I look forward for progression, advancement in my career to grow using the above mentioned skills & make a difference in contribution towards expansion in any business fields.

ACADEMIA

Additional Qualifications

- ◆ Good knowledge in Accounting Standards
- ◆ Basic knowledge on Java
- ◆ Web Technologies: HTML, DHTML, XML, Visual Basic, COBOL, DBMS
- ◆ Operating system: Windows-xp, Windows -Vista & Windows-7

- ◆ Packages: MS-Office & Basic knowledge in tally (Accounting Systems)

External Project Experience:

- ◆ Worked on Manufacturing India's First Fully Equipped Police Bike or FAB Motors India Pvt. Ltd, 2017
- ◆ Worked on an Industrial Project for Masqati India Pvt. Ltd, 2013.
- ◆ Worked on a Stream based Project on Women Harassment and Empowerment in India, 2014.

Strengths and Abilities

- ◆ Self- Development, Communication, Interpersonal and Problem Solving Skills.
- ◆ Willing to travel extensively according to the job requirements.
- ◆ Team Work, Flexible, Punctual and Interest to Learn New Things.
- ◆ A self-motivated and diligent team player possessing highly evolved and demonstrable communication.