

PIYUSH KAPIL

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Career Objective

Aim to provide value to the organization by utilizing my experience in analyzing business requirements and translating them into system specifications. I would like to utilize my strengths and implement them efficiently, team spirit and excellent communication skills, to the fullest as well as receive opportunities for growth and intellectual challenges.

Profile

- MBA (Marketing), having more than 15 Years of exhaustive experience in Corporate Events , Wedding Events ,Customer Service , Planning of Events , Team Management , Handling Vendors & Sales .
- Excellent track record in Team Management, Worked on various assignments of Corporate and Government Sectors.
- Experience in handling products such as Credit Cards, Bank Accounts, Landline Phones & Broadband.

Professional Experience

Executive Manager Events

Sai Creation Events

Sept 2009 – Present

Role:

Working with **Sai Creation Events Ghaziabad**, as an Executive Event Manager from September 2009 to present . Handling Team of all Vendors , Plan & Execute the Events , Negotiate Prices with Vendors , Make Logistic Arrangements , Local Travel , Handling Payments , Maintaining Expenses & Bill , Coordinate with Team , Meeting With Client to understand there Requirement .Arrange Meetings with Client. Also looking for necessary arrangements Like Govt. Permission, Fire & Safety Measures.

Summary:

- Develop and maintain strong customer relationship.
- Handling Staff of House Keeping, Managing Vendors Detail Purchase and Expense Sheet.

- Handling a team of Sales to generate business of Event through colleges, clubs & Farm houses.

Barclays Bank

Jan 2006 – Aug 2008

Worked for Barclays Bank in UAE (Abu Dhabi) as Asst. Manager Credit Cards for Corporate Sector as well as in Mass Sector (Tier 1, Tier 2 Companies) Mass Sector –in UAE. The job demands to Increase the Sales Volume of Barclays bank product i.e. Credit Cards by putting Quality Customers on the board and managing teams assigned to me. All Teams are having Approx of 8 – 10 Business Executive and Telesales Executives. I am responsible drive the Team to achieve the sales targets.

Role and Achievement

- Increased in Customer base from Jan 2006 to August 2008 and sustained the positive growth in Credit Card business in Abu Dhabi hence having a positive impact on revenue.
- Initiated Account Openings in Corporate segment for Revenue Enhancement.
- Successfully launched Barclays Bank Credit Cards in Abu Dhabi (UAE).
- The Non-Financial parameters like Sales and Marketing Complaints, Non Activations First Bill Defaulters, Churn were in complete control for Credit Cards.

BHARTI Airtel Limited

Jan 2005 – Jan 2006

Worked as Team Leader in Sales with Bharti Airtel Limited (Broadband and Telephone services) in Noida, India for Mass (Residential and Commercial) & PCO business. The job demands setting up the entire network as per the market research and penetration of Airtel Voice and Broadband Products in different market segments for business viability and profitability.

Job Profile & Achievements:

- Successfully launched Airtel Broadband and Telephone services in Ghaziabad which includes setting up network in key residential areas and business penetration
- To manage a team of 10 Independent Sales Officers and drive them to achieve the sales targets.
- Training of Sales Team
- Consistent and Highest Field Officers productivity from my Cluster

Educational Credentials

- **Post Graduate Diploma in Business Management** MBA from Institute of Management Technology Ghaziabad
- **Certified Event Management** From V Skill . Approved by Government of India .
- **Bachelor of Commerce** from University Of Delhi.

Personal Details

- **Date Of Birth** : 5th January 1982
- **Language Known** :English, Hindi
- **Address** : Flat No. 132 FF. Sector 4 , Spring Wood Wave City , Ghaziabad.
- **Nationality** : INDIAN
- **Ready To Reallocate** : Yes