

Satendra Kumar Patel

+918602924145 · satendrapatel756@gmail.com

Katara Hills, Bhopal (M.P.) 462043

SALES MARKETING AND MANAGEMENT

A motivated and results-driven professional with experience in sales, project management, and team leadership. Seeking a challenging role where I can utilize my skills in team management, multitasking, and efficient work organization to contribute to the success of the organization.

KEY COMPETENCIES

- Proficiency in Microsoft Office
- Sales and Target Achievement
- Data Analysis and Reporting
- Team Management
- Project Management
- Multitasking
- Strong interpersonal skills
- Proactive and self-motivated
- Exceptional organisational skills

PROFESSIONAL EXPERIENCE

1. Bharti Airtel Limited (JAN 2024 - Present)

Feb 2025 - Present

• Territory Sales Manager

- Managed distribution channel and General Trade business, driving market expansion, revenue growth, and consistent achievement of monthly sales targets.
- Directed and optimized manpower operations, ensuring smooth field execution, improved productivity, and effective resource utilization.
- Led, motivated, and mentored the sales team to deliver high performance, contributing significantly to overall business growth and goal attainment.

• Team Leader

Jan 2024 - Feb 2025

- Successfully launched and managed a new project, ensuring its completion and streamlined operation.
- Managing a team of 25 members while overseeing a large-scale project.
- Responsible for handling teams not only at the local level but across multiple districts in MPCG.

2. Jay Marketing (DEC 2022 - JAN 2024)

• MIS Executive

- Planned, coordinated, and directed all computer-related activities within the workplace.
- Prepared and presented reports and presentations to management.
- Analyzed business operations and processes to identify areas of improvement.

3. Western Coalfield Limited (DEC 2021 - DEC 2022)

• Trainee Executive

- Gained in-depth knowledge of various operations and processes while supervising teams in Mining operations. Also collaborated with teams to streamline workflows and enhance project execution.
- Assisted in the implementation of innovative strategies to optimize resource utilization and reduce operational costs.

EDUCATIONAL QUALIFICATION

Master of Business Administration - 2025

Majors: Marketing and Human Resource
Madhya Pradesh Bhoj University, Bhopal

Bachelor of Engineering (Mining) - 2019

Rajiv Gandhi Proudlyogiki Vishwavidyalaya, Bhopal

ACCOMPLISHMENT

- Being a part of Successful launch and led a new project at Bharti Airtel Limited, ensuring smooth execution and completion.
- Consistently achieved and exceeded sales targets at Bharti Airtel, driving sustained revenue growth and strengthening overall business performance.