

Kshitij Kumar Tiwari

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Career Objectives & Skills:

My career is a mixture of training's, learning's & quality experiences. To be a real maker in personal and in professional life for serving citizens. Will like to apply the knowledge & skills of education, training & experience to build my society more meaningful for the betterment of country, also will reach the pyramid through integrity, sincerity and prove my worth to self and others.

Prior project management experience. Experience in the domain of IT projects, IT infrastructure deployment/ software development, hardware, networking, security management in IT projects. Good people management and communication skills. Result Oriented and self –motivated for working in rural areas and across reporting structure. Experience in e-Governance related projects of organizations / departments / NGO/Non-Profit Organization. Willingness to travel across the districts at the Gram Panchayats. Experience for Product Launching, team management, sales and business development.

Educational Qualification:

B. Com. from University of Lucknow.
Intermediate & High School from U. P. Board.

Professional Qualification:

Computer Skills- Working on Microsoft Word, Microsoft Excel, Microsoft PowerPoint, Microsoft Outlook
Advanced from 15+ years.

Trainings & Seminars:

One Day Training on **Sales & Retail Management** by Jack Phillips in TTSL.
One Day training with Mr. Paul on **Corporate Theatre** in TTSL.
One Day training Program "**Step Up**" with Mr. Jaipal Anand & Mr. Rohit Mogra for A Brighter Future.
Two Days training Program "**Success for Self: Level-I**" with Mrs. Malini Nayar about different STROKS for different FOKES, Perception Management, How to Manage Personal & Professional Life Together.
Two Days training Program "**Success for Self: Level-II**" with Mrs. Malini Nayar about NLP (Neuron Linguistic Programming) & Stress Relieving Techniques in Airtel.
Three Days training Program "**Professional Selling Skills: Level-I**" with Mr. Rahul Dubey about how to Manage & Coach your Team.
Four Days Induction training Program "**RISE**" with Mr. Vijit Khanna in Airtel.
Two Days **Train The Trainers TTT course** for Super Trainers by Dr. Jyoti Kumar(IIT, Delhi) held at IIT Delhi Campus may2023.
Three Days training certification program on "**All India Mission Karmayogi**" headed by CEO DOT from Indian ministry in july2023
Three days training on **Capacity Building** by Alumni | National Skill Training Institute.

Career Summary

(From Oct2019 to till now) Organization Name: CSC E Governance Services India Limited

Currently working under Ministry of Electronics and Information Technology Programme CSC E-Governance Services India Limited, To promote rural entrepreneurship, enable community participation and effect collective action for social improvement.

Company Profile: CSC e- Governance Service India Limited is a Special Purpose Vehicle (CSC SPV) incorporated under the Companies Act, 1956 by the Ministry of Electronics and Information Technology (MeitY), Government of India, to monitor the implementation of Common Services Centers Scheme (CSCs). Provides a centralized collaborative framework for delivery of services to citizens through CSCs, besides ensuring systemic viability and sustainability of the Scheme.

Designation: State Projects Manager

Job Profile– G2C & B2C Services Management/ Master Trainer for Mission Karmyogi (Additional Charge) Serving various services and benefits to citizens of State Uttar Pradesh with the support of 50+ Assistant Managers followed by (35k+ VLEs), these are Village Level Entrepreneur who delivers various government and nongovernment services to the end consumers from the CSC outlet (mostly owned).

**Handset for Rural Uttar Pradesh) From
Apr2013 to Sep2019**

Worked with Reliance India Mobile and looking after handset business over 3districts and based at lucknow.
Expansion of Level – II Distribution expand distribution to spokes level.
Rewarded for the Highest Mobile Performing Retailers entire competition in territory.
New Areas opened with concrete planning for market growth.

**GSM Services for Rural Uttar Pradesh
(UPEAST)(Telecom Prepaid)
From 16th Oct 2009 to Apr2013**

Organization Name: Tata Tele Services Ltd. is a No. 1 telecom operator for adding Subscriber to Traffic Ratio (GSM) in India with the brand name Tata Docomo.

Designation: Territory Manager

Job Profile: Telecom GSM services penetration in rural india

Rolls and Responsibilities:

To Promote Pre-Paid sales under the assigned territories with the help of Distributors/ DSEs/Retailers.
Distribution Expansion (Level – I – II & III) and then Retail Expansion through mapping.
People Management & Engagement through different kinds of Get Together along with Rewards & Recognition.
Achievement of given targets of Prepaid Primary, Secondary Sales and gross adds from micro-level rooted planning (Area wise, Beat wise, FOS/ Spoke wise, Retailer wise, Day wise).
To ensure collection of relevant data on market trends, developments & competition activities in order to contribute to sales and marketing strategies.

**UPWEST (Telecom Prepaid& PCO)
From 15th May 2006 to 14th Oct 2009**

Organization Name: Bharti Airtel Limited is a No.1 telecom operator (GSM) in India with brand name Airtel.

Job Profile: Sales Officer at Gonda for PCO then promoted to Sr. Lead for prepaid sales, having responsibility to build & operate a successful model of HNS for entire Aligarh rural territory in Airtel.

Designation: Territory Manager

Key Achievements:

Hub's 2spokes has been working as a Prepaid Distributor in Airtel in my tenure.
Expansion of Level – II Distribution from 5 Spokes to 27 Spokes in Aligarh.
Rewarded for the Highest BHR & Lbal hits in Agra Zone in Airtel.
Also got certificate for Rural Sales Excellence in Aligarh city.
New Towns Launches with execution of smart planning in the assigned territories.
Having record of 1000+ Gross adds with 100% Apef Compliance in a single day with single Channel.

Extra-Curricular Achievements:

Member of Tata/ Bharti UPE Circle Cricket team as an attacking bowler & middle 3rd down batsman.
Always being a part of many games of my College to Company.
Having Gold Medal in Taekwondo from UP Federation of Taekwondo & a Green-1 belt holder.

Strength:

Ready with all type of positive solutions for task completion.
Accept the challenges in life and always want to create a New Bench Mark for me.
Ever learning with a Good sense of humor & ability to understand quickly.
Energetic, Enthusiastic & Results Oriented and always having a Positive Approach Good team worker as well as leader & can adjust in every atmosphere.

Interest:

Learning, Writing, Running.

Personal Details:

Address : 314/1A, New Mirza Mandi, Chowk, Lucknow-226003.
Current Location : Lucknow
S/O : Mrs. Sudha Tiwari & Late Ram Kishor Tiwari. **Language**
Known : Hindi & English.

Declaration: I, hereby declare that all the above information is correct to the best of my knowledge and belief.

Dated: 5th Sep.2023 Place: Lucknow
Kumar Tiwari

Kshitij