

# Varun Upadhyay

Address: 227, Delta-2, Greater Noida, UP-201310

Phone: 8447399999

Mail: [varunbaba@yahoo.com](mailto:varunbaba@yahoo.com)

## Objective:

To secure the position of Regional Manager in an esteemed organization where I can utilize my extensive leadership experience, strategic planning abilities, and excellent communication skills to support the growth and success of the company.

## Summary:

I am a highly motivated, goal-oriented individual with over 15 years of experience in leadership positions. I have a proven track record of success in developing and implementing strategic plans, building strong teams, and achieving financial targets. I am an excellent communicator with strong interpersonal skills and the ability to build relationships at all levels of an organization.

## Professional Experience:

**Sr. BDM** in ICICI Bank, [2006 to 2009]

- Develop and implement business development strategies to identify and pursue new business opportunities
- Build and maintain relationships with existing clients and key stakeholders
- Conduct market research and analysis to identify trends and opportunities for growth
- Collaborate with internal teams to develop and execute marketing campaigns and initiatives
- Manage a team of business development executives and provide guidance and support to achieve business objectives

- Monitor and report on sales performance and provide recommendations for improvement
- Participate in industry events and conferences to network and promote the bank's services and products

**Regional Manager, Academic Head** [Paramount Coaching Centre Pvt Ltd], [Mukherjee Nagar 2009 to 2023]

- Develop and implement strategic plans to drive business growth and profitability
- Lead a team of managers and supervisors to ensure operational efficiency and effectiveness
- Develop and monitor key performance indicators to ensure business objectives are met
- Develop and maintain strong relationships with key stakeholders, including suppliers and customers
- Manage budgets, resources, and timelines to ensure project success
- Lead continuous improvement initiatives to enhance operational processes and reduce costs
- Implement best practices and standard operating procedures to ensure consistency and quality
- Provide leadership and guidance to team members to foster a positive work culture and high employee engagement

**Skill:**

- Business development and sales
- Relationship building and management
- Market research and analysis
- Team management and leadership
- Strategic planning and execution
- Communication and interpersonal skills
- Analytical and problem-solving skills

## Academic Qualification:

- BSc from Allahabad University in the Year 2006
- 12<sup>th</sup> from UP Board in the Year 2002
- 10<sup>th</sup> from UP Board in the Year 2000

## Personal Details:

Father's Name : Sh. O N Upadhyay

Date of Birth : 22 July 1984

Sex : Male

Marital Status : Married

Nationality : Indian

Language : English & Hindi

I hereby declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars Date:

Place: Greater Noida

**VARUN UPADHYAY**