

Shivam Sagar.

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Operations & Technical.

Hyderabad.

OBJECTIVE:

To work in an organization where I can share knowledge, seeking promising career that provides an opportunity to enhance current skills, acquire new skills and contribute constructively to the organization professionally and socially.

KEY SKILLS:

- **13 years & 8 Months of Highly effective experience in Operations & Technical.**
- Responsible for planning, scheduling and executing the quality trainings & services.
- Monitoring Operations Managers & 100+ Team Management and their services.
- Maintaining positive business relationship with 250+ of clients list of different Industry sectors.
- Experience in managing inventory, maintaining logistics and administrating stocks and coordination of services and deliveries, with ability to prioritize conflicting demands.
- Auditing client sites, Managing complete Branch team and P&L as per Standard Operating Procedures on daily schedules.
- Ability to maintain good relationship with clients and staff, demonstrating dedication to a high standard demand of customer services.
- Training the Branch Managers, Operation Managers, Operations Executives, Customer Sales Executives and Technicians as per training schedules.
- Training to client's staff also by PPT presentation base on the site audits and on their correction actions required.
- Monitoring chemical distribution, maintaining cost of execution and assuring operations with quality standards.
- Ensuring Productivity, Reliability to both company and customer.

PROFESSIONAL EXPERIENCE:

- Currently working as a **Technical Manager in Terminixsis India** for both Telangana & Andhra Pradesh.
- Previously worked as a **Business Development Manager at UPL**, Telangana, Andhra Pradesh & Chhattisgarh. **1 year (2018 -2019).**
- Before previously worked as a **Branch Operations Manager in HVL pest services**, Telangana & Andhra Pradesh **2 years 1 month (2016-2018).**
- Earlier worked as **Jr. Technical Manager at ISS Hicare Pest control**, Hyderabad for **2 Years and 5 months (2014 – 2016).**
- Previously worked as an **Operations Executive at Pest Control India Pvt. Ltd. (PCI)**, Hyderabad for **2 Years and 5 months (2011 – 2014).**
- Initially worked as **Microbiologist in Aurobindo Pharmaceuticals Ltd.,** Hyderabad for **2 years 3 months (2009-2011).**

SCHOLASTIC PROFILE:

B.SC in Life Sciences (Microbiology, Biotechnology & Chemistry) from Osmania University, Hyderabad.

TECHNICAL EXPERTISE:

- Auditing sites and reporting the quality standards both internal team and also clients team.
- Reviewing daily operations & sales by the feedback of Operation executives and sales executives.
- Maintaining logs & reports related to planning, service executions, Audits, Sales, Stock Transfer, Cost Tracking and Trainings.
- Providing scope, time estimates, Metrics & Monthly reports to National Manager with regular updates.
- Follow up and implementation of corrective measures at site.
- Knowledge of various new technologies and computer programs in senior level including PPT, Microsoft Word/Excel/Access.
- Perform safety checks and make follow during executing the services.
- Cross selling the services and products based on the clients structural & environmental situations.

OTHER DETAILS:

- Gender: Male
- Marital Status: Married.
- Date of Birth: 14-07-1988
- Nationality: INDIAN
- Residential Address: M.I.G-II 21, Mushakmahal Colony Hyderguda, Mehdiapatnam Hyderabad.

DECLARATION:

I hereby declare that the above written information is true to the best of my knowledge.

Date:

Place: Hyderabad.

(SHIVAM SAGAR)