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**BRIEF OVERVIEW**

* **Post Graduate Diploma in Business Management** from Centre for Management & Development **with approximately 5 years** of experience in Marketing and Coordination.
* Last association was with **Samsung Electronics India Pvt Ltd.**
* Good understanding of Purchase, Partner handling and Coordination.
* Adept in installing research work for pre launch of the projects, collecting feed backs and information to take competitive advantages.
* Equipping and updating my team with updated market as well as breakthrough information’s
* An effective communicator with strong interpersonal and problem-solving skills.
* Detail-oriented with an analytical bent of mind and positive attitude.
* A good team player with strong analytical and leadership skills.

**ORGANIZATIONAL EXPERIENC**

**1. May’2013 to April’2015 Samsung Electronics India Pvt Ltd Sales Coordinator**

**KEY DELIVERABLES:**

**Inside Sales and Coordination:**

* Handling the existing Enterprise Customers.
* Follow ups and Interaction with new corporate customers.
* Working closely with the Marketing team for organising the events for newly launched products.
* Working collaboratively with sales team and channel partners to develop opportunities for Enterprise Solutions from Samsung and passing it on to the field sales team.
* Coordinating with all Sales Managers of North India for Mobility and Consumer Electronics business.
* Provide full support to direct Sales and logistic team.
* Preparing weekly sales report.

**2 June’2010 to April’2013 Absolut Info Systems Pvt Ltd Inside Sales Manager**

**KEY DELIVERABLES:**

**Managing:**

* Managing the entire Inside Sales Team and monitor their Sales and opportunities.
* Handling the complete re-seller channel and to maximise profit from them.
* Handling the complete North India region.
* Managing the distributer channel.
* Dealing in Adobe and Microsoft Software’s.
* **Team Handling:**
* Handling 3 inside sales executives under my team.
* Monitoring and guiding the team members in generating business with customers through calling and meetings.
* Reviewing their performance and evaluate them accordingly every quarter.

**Business Development:**

* Managing the Channel partners of the company.
* Generating the qualified leads from the business created by team.
* Building and maintaining healthy business relations with clients and take references from them.

**ACADEMIA**

**2010 Post Graduate Diploma in Business Management** from Centre for Management & Development (CMD), recognized by Association of Indian Universities & All India Council of Technical Education (AICTE).*Secured 76% marks.*

**2007 B.A prog.** From Dyal Singh College affiliated to **Delhi University**.

*Secured 58% marks.*

**2004 12th** from Jesus and Mary Academy affiliated to **C.B.S.E**

*Secured 71% marks.*

**2002 10th** from Holy Cross School, affiliated to **C.B.S.E**

*Secured 72% marks*

**SUMMER TRAINING**

**Project Title : “Content Analysis for Star News and Aajtak.”**

**Organization :** Star News, Noida

**Overview :** To do research and finding the reasons for TRPs Difference in both channels.

**Role :** To read, discuss and analyse the research of different organizations and prepare

Report, also to suggest the methods of changes.

**BEYOND CURRICULUM**

* Active member of placement cell & cultural committee at CMD.
* Participated in various events at school and PG level.
* Stood 2nd in Graduation and got an certificate from “ Delhi University”.
* Part of Drama team of the Dyal singh.

**PERSONAL VITAE**

Date of Birth : 13th January, 1987

Marital Status : Married

Present Address : Muroor Road, Abu Dhabi, UAE

Languages Known : English and Hindi