# NIRAJ

Email: niraj.255174@2freemail.com

**OBJECTIVES:**

To work in an organization that nurture growth and gives an opportunities to an individual to fully exploit his potential.

**WORK PROFILE:**

* Leadership, Handling Team, Motivation of Team and Lead Generation
* Management of sales team which includes allotting Tele Marketing data to execute and Monitoring on their work..
* Training/Mentoring the newly appointed executives.

**COMPUTER SKILL:**

* Ms office
* Web
* Oracle
* Java

**EXPERIENCE**

* **SURAT APPAREL MACHINES CO LLP**

 From **May 2014 to Nov 2015**

 Role: **Marketing Executive**

 Handling team

 Selling the products named **Wilcom** **E3 advance digitizing, Vector digitizing, Basic Software**.

 Handle the customer by giving best services.

 Company's Revenue Analysis.

 Billing and Documentation Analysis.

 Planning for Customers Notices.

 Cold Calls Data Maintain

 Products Demo’s

 Tele-calling

* **A3 FINANCIALS (TATA DOCOMO-CHANNEL PARTNER )**

From **Apr 2008 to Mar 2012**

Role: **Assistant Sales Manager**

Sales.

Marketing.

Train newly appointed executives.

Increase Company Growth.

Teams Management.

Customer Services Management

Telephonic Sales Management

Accounts Management

Stock Maintaining

Tele-calling

* **ANERI INFOCOMM**

From **Apr 2006 to Mar 2008**

Role: **Relationship Executive**

Selling **VoIP Device** devices for international callings.

Giving demo to the customers.

Reporting

Cold Calls

**KEY ACHIEVEMENTS:**

* Responsible of meeting assigned targets for each month.
* Successfully organize the products.
* Best seller awarded in TATA PHOTON PLUS
* Best seller awarded in WILCOM INT. PTY. LTD (2015).

**EDUCATION QUALIFICATION:**

**COURSE INSTITUTION YEAR**

S.S.C G.S.E.B, (GUJARAT STATE) 2006

H.S.C G.S.E.B, (GUJARAT STATE) 2008

D.B.M (Sp. Marketing) BANGLORE, (KARNATAKA/INDIA) 2014

**LANGUAGE PROFICIENCY:**

* English (Speaking/Writing)
* Hindi (Speaking/Writing)
* Gujarati (Mother tongue)

 **PERSONAL INFORMATION:**

D.O.B: 11th Oct. 1991

Marital Status: Single

Nationality: Indian

**REFERENCE:** Local reference available on Request.