CURRICULUMVITAE

**SURYA**

## **CAREER OBJECTIVE**

Want to work in an organization where I can get an opportunity to build my career and improve my core skills while working with the committed people in the field of marketing.

EDUCATIONAL QUALIFICATION

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| ***QUALIFICATION*** | ***BOARD/ UNIVERSITY*** | ***SCHOOL/COLLEGE*** | ***YEAR OF PASSING*** |
| **P.G.D.M****MARKETING, HR** | AICTE | REGIONAL COLLEGE OF MANAGEMENT | 2010-2012 |
| **BBA** | V.B.S PURVANCHAL | SMS, VARANASI | 2009 |
| **+2****COMMERCE** | U.P. BOARD | B.T.I.C, VARANASI | 2006 |
| **10TH** | C.B.S.E. | SUNBEAM SCHOOL, VARANASI | 2004 |

**SUMMER INTERNSHIPS**

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1. 2 months summer training at SBI LIFE INSURANCE on consumer perception and analysis of SBI life insurance policy in Varanasi.
2. 45 days summer training at IMRB International as freelancer on competitive analysis of telecom outlets.

EXPERIENCE

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**Company Name: “Reliobrix Consulting”**

**Work Experience: “10 Month as a Team Leader (1st May 2015 till 29 Feb 2016)”**

**Work Profile:**

* Responsible for meeting Team sales goals and overall quality of service.
* Providing daily feedback on performance to junior members of staff.
* Providing training to sales team to understand their work.
* Perform client presentations articulating the value proposition of product, solution, and service offerings.
* Coordinate efforts to improve the customer experience at the point of sale.
* Managed the structuring and closing of deal with new customer.

**Company Name: “Kotak Securities Ltd”**

**Work Experience: “1 Year and 1 Month as Associates (28th May 2012 till 30th June 2013)”**

 **“1 Year and 9 Month as an Assistant Manager(1st July 2013 till 31st March 2015)”**

**Work Profile**

* Responsible for meeting sales goals and overall quality of service.
* Conduct sales and marketing calls to book meetings with potential clients.
* Send follow-up marketing materials and make follow-up monthly calls to establish relationships.
* Call and personally visit potential, new and existing customers to facilitate new business.
* Perform client presentations articulating the value proposition of product, solution, and service offerings.

HOBBIES

* Interacting with people, Making Friends, Travelling.
* Playing cricket, PC games.
* Surfing Web.

EXTRA CURRICULAR

* An active member of cultural association in my school and college.
* Participated in POP activity to promote Frito lay products in RCMA.

PERSONAL DETAILS

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| Date of Birth : | Jan 30 ,1989 |
| Language known : | English, Hindi |
|  Strength | **:** Leadership quality. Innovative, Honesty and Punctuality. Never leave any work pending. |

**Job Seeker First Name / CV No: 1720170**

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